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Trade and Industry

25 November 1977

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Trade and Industry

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Trade and Industry this week

UK-Poland £115 million shipbuilding deal

Eric Varley, Secretary of State for Industry, this week signed an agreement to supply Poland with 22 cargo ships and two crane barges to be built by British Shipbuilders.

The order, worth £115 million, is expected to provide about 8000 man years of work for British shipyards, plus valuable work for suppliers. British Shipbuilders have said that the Swan Hunter yard on Tyneside is earmarked to build all seven of the 16 500 tonne bulk carriers, valued at £50 million, and Govan shipbuilders on the Clyde for 10 of the 15 multi-purpose 4500 tonne bulk carriers worth up to £40 million.

Announcing the agreement, Mr Varley said that this was an important development which could be a basis for stimulating further business with Poland.

'The government introduced a shipbuilding intervention fund in February to help our yards to secure more orders', Mr Varley said. 'Assistance from this fund has been an important factor in securing this order, but the resources and skills of the city have also played an important part in the financial arrangements.

'It is also right to draw attention to the particular achievement of the industry in successfully carrying through such difficult negotiations at a time when the whole structure of the industry was in course of change. I have no doubt that the bringing together of the industry under British Shipbuilders made it possible to secure this order, and it is great credit on all concerned that the transition was so smoothly achieved'.

The agreement, signed in London this week by Mr Varley and Mr Zylkowski, Polish Vice-Minister of Foreign Trade and Shipping, results from a joint declaration by British and Polish Prime Ministers in December 1976, suggesting that there should be closer co-operation between the UK and Poland in the field of shipbuilding.

A jointly owned Anglo-Polish company is to be set up by British Shipbuilders and the Polish Steamship Co (PZM). The ships, which will be delivered over the next three years, will be sold to the new company and chartered to PZM. In addition to assistance from the Shipbuilding Intervention Fund, normal credit facilities from the Export Credit Guarantee Department are being provided for this order.

HOME

Minister launches electric delivery vehicles

Three vehicles to be operated in Greater London under a government sponsored scheme to assess the performance of modern electric delivery vehicles were handed over by Alan Williams, Minister of State for Industry on 23 November.

Mr Williams welcomed the co-operation between the many organisations involved in the scheme and said that this was probably the first time that a scheme of this nature had been set up anywhere in the world. It was the result of co-operation between the Department of Industry, the Greater London Council, the manufacturers, the operators and the Department of Transport. The part played by all these organisations was essential to the success of the scheme. He said that he was confident that the results would prove very useful not only to all concerned with electric vehicle operations but also to government.

Acknowledging the co-ordinating role of the Greater London Council, in whose boroughs a fleet of 62 vehicles would be operating over the next three years, Mr Williams said that the London area offered the most suitable conditions in which to assess the performance of these vehicles. If the electric vehicle did not prove superior in these circumstances, it is unlikely to be superior under any others at the present time.

Under the scheme the Department of Industry is contributing up to £400,000 to subsidise the purchase of vehicles by the operators. This amount will be used as a contribution towards the difference in initial cost from a conventional vehicle.

The Great London Council will collect the data from the operators and carry out some initial collating and summarising. The operators will monitor data on such factors as range, fuel consumption, maintenance costs and driver and operator satisfaction. The data will then be analysed by the Department of Transport's Transport and Road Research Laboratory and the results will be reviewed annually.

A final report will be published by the Department of Industry on the conclusion of the scheme, which is expected to last about three years.

New York is now 3½ hours nearer to London and Paris

French Concorde lands just ahead of its British counterpart in New York on 22 November. The two planes had just completed their inaugural flight to Kennedy Airport. Each aircraft carried 100 passengers and Secretary of State for Trade, Edmund Dell, and Minister of State, Gerald Kaufman, were among the British passengers.

Consumer advice grants extended

Roy Hattersley, Secretary of State for Prices and Consumer Protection, announced on Monday (21 November) that his department would be making grants available next year to maintain the coverage of consumer advice centres in Great Britain. Grants would be available to local authorities and other organisations for one year from 1 April 1978. Local authority associations would be invited to discuss details of the new grants with his department.

Under a similar scheme for 1 April 1977 to 31 March 1978, applications for a total of £3.3 million had been approved to meet all the eligible running costs of such centres.

Protection from disguised sales

An order to ensure that consumers are not misled about the status of the seller of goods advertised for sale was made on Monday by John Fraser, Minister of State for Prices and Consumer Protection.

The order requires that, from 1 January 1978, all advertisements by persons who seek to sell goods in the course of a business must make that fact clear. From 1 January, therefore, consumers should know whether an advertisement relates to a sale by a trader or a private seller.

Mr Faser said 'A consumer's rights to financial redress when goods are faulty are stronger against a trader than against a private individual and a consumer, misled by the advertisement and seeking redress, would assume or be advised that his rights were limited to those available against a private seller.'

Responsibility for enforcing the order will rest with local authorities. The penalty for an offence is a fine up to a maximum of £400 on summary conviction.

Assistance interest rates reduced

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 are reduced with effect from 21 November.

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan, but where firms obtain their finance from other sources, is being reduced from 10½ per cent to 10 per cent for each interest-free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is reduced from 7½ per cent to 7 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is reduced from 10½ per cent to 10 per cent.

Aviation security levy

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, today confirmed that the aviation security levy from 1 April 1978 will be at the rate of 80p per arriving passenger.

Answering a parliamentary question, Mr Clinton Davis said: 'The levy on 28 airport authorities, which are licensed for public use by, or are owned by, the Civil Aviation Authority and which had more than 50 000 passengers in 1976, will be at the rate of 80p per arriving passenger.'

The cost of all security measures recommended by the Department of Trade under the Protection of Aircraft Act 1973 is expected to be about £15 million in 1977-78. It is estimated that the cost will approach £19 million in 1978/79.

Hotel prices at a glance order published

From 1 February next year, people seeking overnight or short-stay accommodation should be able to to see at a glance the maximum and minimum prices they will have to pay. A new order published on 23 November requires all establishments in England, Scotland and Wales with four bedrooms and more, offering sleeping accommodation to guests who have not booked in advance to display notices showing minimum and maximum overnight charges. The order covers hotels, motels, guest houses, inns and self-catering accommodation.

Michael Meacher, Parliamentary Under-Secretary of State for Trade, said that this was a welcome new measure of protection for the tourist. It meant that information on prices was immediately available to prospective guests without their having to ask for it. It therefore complemented the voluntary code of booking practice, which provided for guests to be given written details at reception of the charge for their overnight accommodation, which was agreed and introduced by the hotel industry earlier in the year.

The two measures together not only brought UK practice more into line with European practice, but in one important respect put Britain ahead. For in some countries, guests only found the price displayed once they had reached their bedrooms, whereas guests in this country would have this information before taking up accommodation.

The order says that the notice stating the current prices of accommodation shall be displayed in a prominent position in the reception area or, if there is none, at the entrance. The notice must give the prices of a bedroom for one person, of a bedroom for two people, and of a bed in any other type of room.

The prices shown must include any service charge, and may include VAT, and it must be made clear whether these items are or are not included.

In brief

OFT starts research into advertising standards Gordon Borrie, Director-General of Fair Trading, announced on 21 November that the Office of Fair Trading, the Consumers' Association and the Advertising Association were joining together in a working party to devise research into the current standard of press and magazine advertising.

Cleaning code monitored by OFT Major benefits for consumers from the first year of the code of practice for laundries and dry-cleaners were shown by an Office of Fair Trading monitoring exercise, details of which were revealed on Monday (21 November) by Gordon Borrie, its director-general. There had been better handling of complaints and a substantial reduction in the number of dry-cleaners and laundries who sought to limit the compensation they would pay when clothes were destroyed, lost or damaged in cleaning.

OVERSEAS

New forum for commonwealth merchant shipping proposed

A commonwealth merchant shipping forum was proposed this week, at an informal meeting of representatives of 21 commonwealth countries in Marlborough House, London. It is likely to be established to consider matters of mutual concern such as co-operation on problems relating to ship registration, casualty inquiries, the welfare of crews, the training and certification of commonwealth seafarers and related technical assistance.

Other areas to be covered include shipping legislation, the development of safety standards and the implementation of international shipping conventions. The representatives met to discuss future co-operation on matters relating to merchant shipping and in particular those areas covered by the Commonwealth Merchant Shipping Agreement 1931.

The 1931 Agreement is no longer relevant under modern conditions but continued co-operation among commonwealth governments was felt to be of great value. Indeed the meeting believed that this co-operation could be developed further and that the proposed forum would facilitate this.

Home news

Minister urges Danes to re-invade Britain

Alan Williams, Minister of State, Department of Industry, urged Danish industrialists and bankers to invest in Britain at a seminar in Copenhagen on 18 November. He assured his audience of over 150 leaders of Danish industry and commerce that Britain's industrial record was good: annual figures of time lost due to industrial disputes revealed that in recent years 98 per cent of firms in the UK had enjoyed a trouble-free record.

An extremely successful seminar was reported by the department's Invest in Britain Bureau. The Danes gave a very friendly and interested response to what the British delegation had to tell them. They appreciated the cost advantage of Britain as a manufacturing base as demonstrated by the immediate and widening gap between labour costs in the two countries. Employees' holidays, employers' social security payments and average earnings are significantly less in the United Kingdom than in Denmark.

UK regional development organisations made several useful contacts. Although no firm decisions on moving into Britain were expected at the seminar, four Danish companies expressed a reasonably certain intention to invest in Britain. This promising outcome of the seminar will be reinforced by an inward mission of Danish industrialists which is being organised by the Invest in Britain Bureau to take place in about four months time.

This Copenhagen seminar was the first in a two to three year campaign to inform Scandinavians of the attractions of investing in Britain. Further seminars are scheduled to take place in Oslo on 7 March and in Stockholm on 16 March 1978. A parallel campaign directed at other European countries will feature a seminar in Paris on 14 February and others in West Germany and Belgium in the early months of next year.

Taking advantage of the presence of foreign commercial enterprises operating in Britain, a fourth seminar on inward investment will be held in London on 29 November. Mr Williams will address an audience of bankers and representatives of chambers of commerce from Benelux and Scandinavian concerns based in the UK.

Anne Warburton, British Ambassador, who opened the Copenhagen seminar, is pictured here with Svend Sorensen (left), president of the Danish Bankers Association and Steen Langebæk, chairman of the British Import Union, co-sponsors of the seminar.

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Invest in Brit
make Britain your base for profitable expansion
Invest in Britain

Attitude to industry needs to change: Varley

A call for active support to bridge the gap between industry and education was made by Eric Varley, Secretary of State for Industry, on 11 November. Speaking to the Institution of Works Managers in Chesterfield, he said that despite its vital role, production management was often under-regarded both by top management and by many of our brightest young people when choosing a career.

For a number of reasons, Mr Varley said, management and engineering in manufacturing industry were less highly regarded than other occupations, such as the traditional professions, eg law and medicine or public administration. These attitudes were reinforced by the bias in the education system towards the academic rather than the vocational and towards 'pure' science rather than engineering. To change this would require action on a broad front. The government were playing their part.

Mr Varley set out how individual managers could help bring about constructive action by being prepared to take the initiative:

- going into schools, colleges and universities to explain the role of industry in society (and not just the role of one company) and how it meets people's needs
- co-operating with educationalists to develop better ideas for work experience for the most able – that is, potential managers or professional engineers
- becoming directly involved with curriculum and course development
- and making sure that industry's needs are clearly framed and expressed.

There was a need to give young people and their teachers a real feel for what industry was like, Mr Varley added. Because of their working knowledge of the actual manufacturing process, line managers are often best placed to get this across.

'Shaping Tomorrow' conference for north-east

A major regional conference on present and future co-operation between the worlds of education and industry is to be held on 11 January 1978 in Newcastle upon Tyne. The aim of the conference, called 'Shaping Tomorrow', is to inform key individuals in schools and companies about some of the more successful initiatives already taken both within the north east of England and elsewhere to bring industry and education closer together.

Speakers at the morning session of the conference will be Les Huckfield, Parliamentary Under-Secretary of State, Department of Industry; Sir Monty Finniston, former chairman of the British Steel Corporation; George Arnold, chairman of the TUC Northern Regional Council; and Jack Chadderton, director of education, Newcastle city council. Sir Derman Christopherson, vice-chancellor of Durham University, will be the chairman.

In the afternoon delegates will divide into syndicates to consider practical ways of developing closer collaboration between individuals, companies, schools and colleges in the north east. This session will be chaired by Dr Peter Kirby, director of research for Welwyn Electric Ltd, of Bedlington, Northumberland.

Announcing the conference Mr Huckfield said in Newcastle: 'I believe it's absolutely

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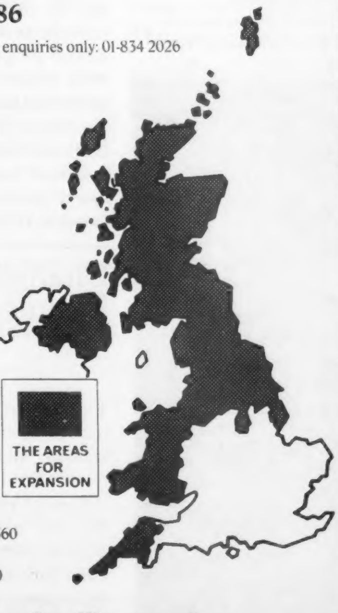

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ENCIRCLE TI 691 ON PAGE 416 FOR FURTHER INFORMATION

essential that society and especially young people should come to have a better idea of what industry is all about. Too few leaders have tried to tell young people that without industrial, and especially manufacturing, success, we can't hope to increase our standard of living. We are not going to change overnight the cultural and social bias against industry, but I believe we can make real progress locally through initiatives by individuals in schools, colleges and companies.'

The conference is the second of a series being held in Britain and is being organised by the Department of Industry, The Newcastle-Science and Technology Education Centre (Nestec) which is based at Newcastle Polytechnic, and the *Newcastle Journal* newspaper. paper. Application for places on the conference should be sent to Dr Geoff Brownlee, head of public relations, Newcastle Polytechnic, Newcastle upon Tyne, by 9 December 1977.

Decentralisation carried a step further at British Leyland

Four subsidiary companies of British Leyland are to be formed, British Leyland chairman Michael Edwardes announced on 16 November. This follows the reorganisation of British Leyland in 1975 when a degree of decentralisation was effected through the establishment of four business groups. The company says that the possibility of further evolution over the next 12 months is now being studied.

The four new companies will be known as Leyland Cars Ltd, Leyland Truck and Bus Ltd, Leyland Special Products Ltd, and Leyland International Ltd, and will be established as quickly as possible. Each company will have its own board of directors. Derek Whittaker, Des Pitcher, David Abell and David Andrews, respectively, will be managing directors of the new companies.

Leyland Cars Ltd, with headquarters in Coventry, will be responsible for the research, design, development, manufacture and marketing of British Leyland's range of cars, car-derived commercial vehicles, Land-Rover, Range Rover and Sherpa medium van. The company will employ 130 000 people at 37 plants – mainly in the Midlands.

Leyland Truck and Bus Ltd, the commercial vehicle company, based at Leyland in Lancashire, will produce British Leyland's range of trucks, buses and tractors. The company employs about 29 000 people at 12 manufacturing sites throughout Britain.

Leyland Special Products Ltd groups together British Leyland's mainly non-automotive interests and will be a major specialist engineering organisation. The company's activities are to be centred on six industries; commercial refrigeration, military vehicles, construction equipment, fork-lift trucks, transmissions and printing. With headquarters at Melton Mowbray, Leicestershire, Leyland Special Products Ltd, employs about 14 000 people at 19 main locations.

Leyland International Ltd, with new headquarters at Solihull, will be responsible for marketing British Leyland vehicles abroad and for the operation of most of the overseas manufacturing and assembly facilities. About 25 000 people will be employed mostly overseas, where there are 26 wholly or partly-owned factories. In addition assembly of Leyland vehicles will be carried out in 33 countries by licensed dealers and distributors.

British Leyland Ltd's headquarters in now based at Nuffield House, 41-46 Piccadilly, London W1V 0BD.

Machine tool industry scheme to end

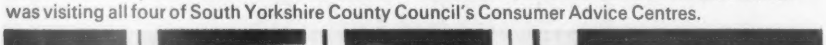
The Department of Industry reminds firms producing metal working machine tools and associated equipment that applications for assistance under the department's **machine tool industry scheme** must be submitted by 31 December 1977. The scheme will not be extended beyond this date.

The scheme was announced by Eric Varley, Secretary of State for Industry, on 5 August 1975. Selective assistance was made available under section 8 of the Industry Act 1972 to machine tool manufacturers to develop new products, improve production facilities, rationalise existing product ranges and improve management techniques. The scope of the scheme was extended to include manufacturers of certain associated equipment on 10 August 1976. £20 million was made available initially, later increased to £30 million. Forms of assistance available include grant of 25 per cent of eligible costs for design, development and launching of new products; 20 per cent of eligible costs for plant and machinery; 15 per cent of eligible costs of new buildings, extensions or modifications; and 50 per cent of approved consultancy fees.

Any firms requiring details or application forms should contact their Department of Industry regional office or the Department of Industry, Mechanical Engineering Division, Room 634, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 4080.

Maclennan looks into south Yorkshire consumers' problems

Vicky Baines, assistant consumer advisory officer at Barnsley Consumer Advice Centre, demonstrated a faulty part from a washing machine to Robert Maclennan (right), Parliamentary Under-Secretary of State for Prices and Consumer Protection, on 10 November. Mr Maclennan was visiting all four of South Yorkshire County Council's Consumer Advice Centres.



Changes in distribution of incomes and wealth

The third report[1] on the standing reference of the Royal Commission on the Distribution of Income and Wealth was published on 17 November.

One of the main findings of the report is that the bottom 90 per cent of income recipients increased their overall share of personal income during the 1950s and 1960s at the expense of the top 10 per cent. But the distribution of this larger share among the 90 per cent became more unequal.

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[1] Royal Commission on the Distribution of Income and Wealth: report no. 5, third report on the Standing Reference Cmnd 6999, HMSO, price £4.65.

Most of this movement might be accounted for by the net effect of four factors, the report finds. There was an increase in the number of young people in full-time education, married couples and of elderly persons, which made for greater inequality. Against this the increase in the employment of married women worked in the opposite direction. These factors did not, however, account for the decline in the share of the top 10 per cent.

The second main findings of the report was that inequality in the distribution of pre-tax household income in the UK was less than in the United States, Germany, France, Japan and the Republic of Ireland, but was greater than in Australia. The proportion of personal income paid in direct taxes and social security contributions for the UK was close to the average for these countries.

Work starts on Teesside estate . . .

Work is about to start on the construction of more advance factories for the Department of Industry on the Teesside Industrial Estate, Thornaby, Cleveland. One of these is of 1350 m² and the other is a block of four terrace units totalling about 2500 m². The premises should be ready for occupation in June next year.

Inquiries regarding purchase or lease should be addressed to the Regional Director, Department of Industry, Northern Region, Stanegate House, Groat Market, Newcastle upon Tyne, NE1 1YN, tel. Newcastle (0632) 24722.

. . . and on a factory at Catterick

Work is also about to start on the construction of an advance factory of about 500 m² for the Development Commission at Walkerville, Catterick, North Yorkshire. This factory is capable of division into two smaller units of 250 m² each. The premises should be ready for occupation by May next year.

Inquiries regarding lease should be made to the Regional Director, Department of Industry, Yorkshire and Humberside Region, Priestley House, Park Row, Leeds, tel. Leeds (0532) 443171.

WDA invests £1m in Deeside industrial park

The Welsh Development Agency is investing more than £1 million in the first phase of a factory-building programme at Deeside industrial park. A total of 10 factories will be built in the initial development, sited immediately east of Shotton Steelworks, being undertaken by the WDA jointly with BSC (Industry) Ltd.

Four factories are expected to be ready for occupation early next summer. In addition, six units each of 280 m² are planned which will push the agency's initial investment to more than £1 million.

Ceta: strengthened voice from industry's grass roots

A formal title – Conference of Engineering Trade Associations (Ceta) – and a constitution have been adopted by six trade associations representing the interests of a sector of the mechanical engineering industry having a turnover well in excess of £1,000 million. Ceta will enable member associations to present a collective view on industrial, commercial and technical matters. In the important area of relations with the government, it will strengthen their voice on matters of general concern arising from the greater interest being shown by government in the 'grass roots' of industry.

Ceta's member associations represent manufacturers of hydraulic equipment, compressed air equipment, pumps, refrigeration and air conditioning equipment, valves, and water and effluent treatment plant.

Initial objectives announced by Ceta includes the exchange of advice on sector industry projects related to work with government departments and agencies, and in relationships with suppliers. Common policies on economic and political matters will be determined. A common effort and exchange of information will be developed in areas of commercial interest, including overseas promotional activities, market research and statistics. On technical matters, such as standardisation, end user industry specifications, and legislation, Ceta will be concerned to establish common agreement and action among its members.

Roger Knight, past-president of the British Compressed Air Society and technical director of C. A. Norgren Ltd, is chairman of the council, Ceta's controlling body. The offices of Ceta are at 58 Denbigh Street, London SW1V 2EU, SW1V 2EU, tel. 01-821 1276.

Barriers to trade in alcoholometers and hydrometers removed

The Secretary of State for Prices and Consumer Protection has made regulations to implement into United Kingdom legislation the provisions of the EEC directive, no. 76/765, on the removal of technical barriers to trade in alcoholometers and alcohol hydrometers used to determine the alcoholic strength of mixtures of water and ethanol.

The regulations make provision for the examination of patterns of alcoholometers or alcohol hydrometers, when so requested by manufacturers, and for the grant of a certificate of approval for those which comply with the directive. Provision is also made for the initial verification of instruments to determine whether they comply with the approved pattern and with the requirements of the directive, and for the application of the mark of EEC initial verification.

The regulations come into force on 25 November 1977 and are entitled the Alcoholometers and Alcohol Hydrometers (EEC Requirements) Regulations 1977 and the Alcoholometers and Alcohol Hydrometers (EEC Requirements) (Fees) Regulations 1977, SIs 1977 Nos 1753 and 1754 respectively, HMSO.

Fees increased for examination of weighing or measuring equipment

The Department of Prices and Consumer Protection has announced increased fees for the examination of patterns of weighing or measuring equipment to assess their suitability for use for trade in accordance with the provisions of section 12 of the Weights and Measures Act 1963. The new fees come into force on 1 December and replace those introduced in April 1975. Details of the new fees can be obtained from the Legal Metrology Branch of the Department at 26 Chapter Street, London SW1P 4NS, tel. 01-834 7032, ext. 130.

Milling and baking firms seek price increases

Recently the Price Commission has been considering notifications from the larger milling and baking firms for increases in the prices of flour and bread. The increases sought range from 2½p to 5p for the standard 28 oz loaf which at present is sold at prices ranging from 16p up to a legal maximum of 24½p depending on the type of outlet.

After discussing the notifications in detail with the companies involved, the commission has decided not to mount a formal investigation of the proposed price increases.

During the discussions, firms argued that there were a number of serious problems affecting the industry. Among these was the problem of the discounting structure. The wide variation between large and small retail outlets seemed abnormal and apparently not justified by economies resulting from volume purchase, nor the more convenient delivery arrangements that the large outlets provide.

The commission noted the points made by the firms and also noted that the Monopolies and Mergers Commission is at present studying discounts in general.

New guidelines for European fares proposed

New guidelines for determining the appropriate levels of European air fares are proposed in a document published on 17 November by the Civil Aviation Authority. Entitled *European Air Fares, A Discussion Document*[1], this summarises and discusses the issues raised at the public consultation on European air fares held by the CAA in January this year.

The authority's basic aim is that each fare

[1] European Air Fares: a discussion document price £4.75. Available by post from CAA P.O. Box 41, Cheltenham, Glos.

should as far as possible be related to its cost. This ensures the fair treatment of different types of passenger and promotes the sound allocation of resources. The authority recognises, however, that fares cannot be related to costs by means of some unvarying formula.

The authority believes that some of the complexity in the present system results from attempts by airlines to practise price discrimination between passengers. On the other hand, if airlines are to make the best use of their resources and market opportunities, they must be able to adopt various forms of seasonal and off-peak pricing and to relate their fares to differing requirements in different markets. The authority thinks that a reasonable balance between simplicity of the fares structure and efficient use of resources is likely to result from a sensibly-administered policy of cost-related pricing.

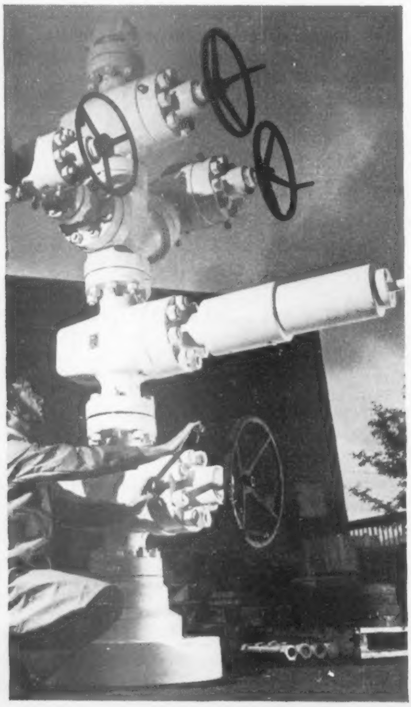
In dealing with the argument put forward by the charter airlines that low scheduled fares are being offered below cost, the report differentiates between fares on short European routes and those on longer routes. A joint study carried out by CAA and British Airways suggests that on the short European routes fares bear a reasonably close relationship to cost: if anything, the full fares are somewhat under-priced. However, on the longer routes studied it does appear that the charter-competitive fares are to some extent subsidised from profits made on normal tourist fares.

The report argues that the authority should not attempt to force scheduled airlines to set their charter-competitive fares in Europe over the going market rate, but that there is no justification for normal fares to be set at levels substantially in excess of cost.

The report finds that first class fares are substantially under-priced, and the authority believes that the degree of cross-subsidisation is unacceptable.

Small British company's big North Sea contracts

Orders worth £4 million, claimed to be the largest ever placed in Britain for North Sea well-head equipment, have been won by Gray Tool Co (Europe) Ltd, of Douglas, Lanarkshire. The orders are for at least 109 'Christmas trees', a well-head valve assemblies of the type pictured here, for the Heather and Ninian fields midway between the Shetlands and Norway, with an option on 25 more.



Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Celestion Industries Ltd and Wood Bastow Holdings Ltd.

Diamond Shamrock Corporation and Lankro Chemicals Group Ltd.

West of England Trust Ltd and Gordon Johnson-Stephens Ltd

Carliol Investment Trust Ltd and Tyneside Investment Trust Ltd

Consent given to newspaper merger

The Guardian and Manchester Evening News Ltd are being allowed to take over a controlling interest in Swain and Company Ltd, publishers of the *Stockport Advertiser*, the *Wilmslow Advertiser* and the *Macclesfield Advertiser*. Roy Hattersley, Secretary of State for Prices and Consumer Protection, on 17 November gave his consent to the acquisition under section 58(4) of the Fair Trading Act 1973.

Appointments to Policyholders' Protection Board

Stanley Clinton Davis, Parliamentary Under-Secretary of State for companies, aviation and shipping, announced appointments to the Policyholders' Protection Board on 18 November.

Answering a parliamentary question, Mr Clinton Davis said that under his powers in the Policyholders' Protection Act 1975 the secretary of state had made the following appointments to the board, to be effective from 19 November 1977 to 18 November 1979:

Colin North Smith (chairman), a senior partner in Peat, Marwick, Mitchell and Co.

Insurance company members:
Kenneth George Addison, a general manager of Sun Alliance and London Insurance Group; Allan Wallace Grant, chairman of Ecclesiastical Insurance Office Ltd; and Ian Isles, director of Scottish Equitable Life Assurance Society.
Alternate members: Ronald Kenneth Bishop, a director and deputy chief general manager, Phoenix Assurance Company Ltd; Derek Conway Bourdon, deputy general manager, Prudential Assurance Company Ltd; and David Henry Maitland, managing director, Save and Prosper Group Ltd.

Policyholder representative:
James Maxwell Wood, a member of the National Consumer Council.
Alternate member: Rosemary McRobert, a council member of Consumers' Association and director of the Retail Trading-Standards Association.

Official appointments

Transport Users' Consultative Committee: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr G. T. Gibson and Mr F. McMahon as members of the Transport Users' Consultative Committee for Scotland until 31 October 1980.

Consumer Credit Act: licensing appeals. The names of more persons to hear appeals from licensing determinations by the director-general of Fair Trading were announced on 15 November. Under section 41 of the Consumer Credit Act a person refused a licence by the director-general has a right of appeal to the Secretary of State for Prices and Consumer Protection, who will appoint persons to conduct hearings and make written reports to him.

Invitations to serve as persons to hear appeals have been accepted by: Mr M. St G. Arrowsmith, Mr D. A. P. Barry, Mr G. B. L. Brown, Mr R. Davies, Mr G. P. H. Gibson, Mr D. W. Hay, Professor H. Street.

Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillor F. G. Skinner as a member of the South Western Gas Consumers' Council until 31 August 1980.

British Shipbuilders: Eric Varley, Secretary of State for Industry, announced on 17 November that Maurice Elderfield has accepted an invitation to become a full-time member of the board of British Shipbuilders. Mr Elderfield will serve as finance member and his appointment will take effect from 1 December.

BR appoints environment panel

An environmental panel is being set up by British Rail to advise on policies and principles to be followed when dealing with environmental matters, and to encourage and promote their practical application. As a first step, a post of director-environment was created in June.

The new panel has been drawn from a wide spectrum, and has been able to call on the experience and skill of several distinguished 'outside' members to enhance its effectiveness. Joining the panel will be Sir Hugh Casson, president of the Royal Academy; Lord Esher, rector of the Royal College of Art; Michael Middleton, director of the Civic Trust; and Sir Paul Reilly, chairman, Building Conservation Association.

From British Rail will be Sir David Serpell, board member, lately chairman of the Nature Conservancy Council and presently a member of the Council of the National Trust; Ian Campbell, board member; Peter Keen, chief passenger manager; Henry Sanderson, director of public affairs; James Cousins, director of industrial design; Roy Moorcroft, chief architect; and Bernard Kaukas, director-environment. The panel will be chaired by David McKenna, a member of the British Railways Board.

Product liability seminar repeated

John Fraser, Minister of State, Department of Prices and Consumer Protection, will give the opening address at a repeat of the London Chamber of Commerce and Industry's one-day seminar, 'The Anatomy of Product Liability Insurance', in London on 19 January 1978. Up-to-date analyses and assessments by specialist speakers of the cause-and-effect aspects of product liability will be presented. It is designed to be of particular interest to the British manufacturer, the British firm, or person, who sells the product, and the British insurance industry.

Further information is available from Mr G. C. Higginbotham, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

CCAB review of company inspections

The Consultative Committee of Accountancy Bodies is examining the procedures for the conduct of inspections under section 165 of the Companies Act and related statutory provisions. On completion of this review, a memorandum will be submitted to the Department of Trade commenting on existing procedures and recommending any changes which may be considered desirable.

Members of the accountancy bodies who have had direct experience of the conduct of inspections which they believe may be of assistance to the sub-committee are invited to submit initial written comments by 10 December 1977 to R. G. Willott, P.O. Box 433, Chartered Accountants' Hall, Moorgate Place, London, EC2P 2BJ.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified.

9 November 1977

1207559 International Standard Electric Corporation
Automatic switching network
1367709 International Standard Electric Corporation
Data processing system
1420350 International Standard Electric Corporation
Bistable crosspoint matrix
1448999 International Standard Electric Corporation
Portable antenna
1157453 Electroacustic GmbH
Improvements in or relating to gramophone record players
1320121 Coal Industry (Patents) Limited
Mining machines
1390580 Serdex-Societe d'Etudes de Recherches de Diffusion et d'Exploitation
Phenoxy phenyl butanols
1453706 ITT Industries Inc
Circuit for the generation of a reference voltage
1461204 Willi Seeber
Fan construction

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form no. 45 within two months after the date of endorsement. E. Armitage, Comptroller

Government sales

7 December 1977 – Miscellaneous

Location
Ordnance Depot, Chart Road, Ashford, Kent

Auctioneers
British Car Auctions Ltd (Dept L), Broadwater Lane, Tunbridge Wells Kent (tel. 0892 25196)

The sale consists mainly of small or single item lots of furniture.
Catalogue price 20p, postage 10p.

8 December 1977 – Miscellaneous

Location
Golden Lion Hotel, King Street, Stirling

Auctioneers
Dixon and Wallace (Dept L), Bank Buildings, Graham Square, Glasgow G31 1AW (tel. 041-554 2447)

The stores are lying at various depots in Scotland and include vehicles, tools, engineering stores, clothing and textiles, furniture and other items.

10 December 1977 – Furniture

Location
Ordnance Depot, Catterick Camp, North Yorkshire

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds 2 (tel. 0532 450898)

The sale consists mainly of small or single item lots of furniture.
Catalogue price 20p, postage 10p.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

Wembley Auction Sales 1977

6 December 1977

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Service Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture etc.
Auctioneers:	Messrs. Hollingsworths Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-893 1875

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p

ENCIRCLE TI 693 ON PAGE 416 FOR FURTHER INFORMATION

New publications

Concentration or competition in electrical appliances

Latest in a series of reports on the evolution of concentration and competition in manufacturing industries is a volume examining the UK appliances industry. The series was prepared by the Commission of the European Communities as part of a research programme, which was launched to examine the situation in various sectors and markets of manufacturing industries in member states. Criteria for selection of industries is explained in, 'Methodology of concentration analysis applied to the study of industries and markets', by Remo Linda, an earlier publication in this series.

The main sectors covered by this British study are, 'Electrical appliances primarily for domestic use' and 'Broadcast receiving and sound reproducing equipment' (standard industrial classification, minimum list heading 368 and 365.2, respectively). Information was obtained primarily from three main sources – the Department of Industry, reports and accounts of individual enterprises and market survey reports.

As with earlier reports such as those on the UK textile industry (reviewed in *Trade and Industry* on 18 June 1976, page 107), and the mechanical engineering industry. This publication provides a valuable analysis of an important sector of British industry.

A Study of the Evolution of Concentration in the Electrical Appliances Industry: a report, prepared by MLH Consultants. *European Communities Commission.* Available from HMSO. 1977. (366 pages; paperback £5.25. ISBN 0 11 936970 2).
Methodology of Concentration Analysis Applied to the Study of Industries and Markets, by Remo Linda. European Communities Commission. Available *from HMSO. 1977. (156 pages; paperback £2.20.* ISBN 0 11936427 1).

Lloyd's yearbook

A number of new articles have been introduced in the 1978 edition of 'Lloyd's Calendar', providing lucid accounts of several major aspects of maritime affairs.

Descriptions of major British maritime institutions such as the Baltic Exchange, the Nautical Institute and Trinity House are now included, together with details of those United Nations' organisations which have maritime responsibilities.

Two of the main innovations of the past year – the revised collision regulations and the new international buoyage system – are extensively covered. There are several general interest articles, usefully explaining the workings of marine radar in layman's language and discussing the development of marine bird watching as a shipboard hobby. The regular series of shipping company histories is continued with an account of the activities of Sivewright, Bacon and Co., Lloyd's Manchester agents and, after a year's absence, the feature on plankton research reappears.

Lloyd's Calendar and Nautical Yearbook 1978. *Lloyd's of London Press Ltd, Lime Street, London EC3M 7HA. 1977. (565 pages; £4.50 (66p postage).* ISBN 0 904093 27 1).

Essential reference book

'Quangos', to use the currently fashionable term for various public bodies, have proliferated extensively in recent years. With the publication of 'Councils, Committees and Boards', a companion volume to 'A Directory of British Associations' (15th edition 1977/78), CBD Research Ltd aims to provide the fullest available guide to the composition, statutory authority and functions of these bodies in Britain.

The publication of a new edition of this work is timely, as a result of the major changes which have taken place, particularly in the administrative organisation of the National Health Service and local government, since the appearance of the previous edition in 1973.

Arranged alphabetically by the name of each body, the guide has both a subject index and an index of abbreviations. Of particular interest for those attempting to trace various reports is an index to chairmen, which usefully supplements previous indexes. This work also serves a useful retrospective function, as it includes reports of bodies which are now defunct. The guide is a mine of useful information, and maintains its high reputation as an essential reference tool.

***Councils, Committees and Boards**: a handbook of* **advisory, consultative, executive and similar bodies in British public life.** 3rd edition, by I. G. Anderson. *CBD Research Ltd, 154 High Street, Beckenham, Kent. 1977. (xiv, 402 pages; £15.00. ISBN 0 900246 22 7).*

The textile industry worldwide

There are frequent calls these days from a variety of organisations and interested bodies for the imposition of import controls to protect the British textile industry. A recent report from the Organisation for Economic Co-operation and Development in this field, 'Structural problems of the textile and clothing industry', has put into perspective the many problems which have beset the industry worldwide. In this report the OECD's industry committee has provided a country-by-country analysis of the textile industry, noting both general and specific measures taken by governments to aid the adjustment of the industry to a new social and economic role.

Not only is a quite detailed analysis provided of textile establishments but also discernable trends are linked to general economic indicators and world economic conditions. A special note is made of the role and effect of developing countries in this respect. Also included is a statistical analysis of the industry covering numbers and employment structure of establishments, which together with the main body of this report, may be of interest to decision makers and managers concerned with the textile industry, both in and outside government.

***Structural Problems of the Textile and Clothing* Industry.** Organisation for Economic Co-operation and Development, Chateau de la Muette, 2 Rue de la Andre *Pascal, 75775, Paris 16, France. 1977. ([ii],) 44 pages;* paperback available free).

Guide to health and safety literature

As a result of the Health and Safety at Work *Act, (1974, ch. 37) and the establishment of* the Health and Safety Commission and *Executive, there has been a considerable* upsurge of interest in health and safety *matters. Adequate current guides to literature* on the subject have been lacking and so the Science Reference Library (SRL) has now produced a selective list covering its own holdings in this field.

The SRL's approach is valuable because it reflects an actual collection, where all items included may be consulted. Among the many journals and current periodicals taken are *slavonic and oriental language titles, as well* as books in English published since 1960.

Clearly classified under seven broad headings, one of which, 'safety in particular *environments', is further sub-divided, the* coverage is extensive and includes material from both the Holborn and Bayswater branches of the library. This guide should *prove most useful to anyone with an interest in* the literature in this field.

Health and Safety Literature: a selective list of materials held by the SRL, by Jane Gaworska and David King. *Occasional Publication* series. Science *Reference Library, Publications Sales,* SRL (Holborn Branch), 25 Southampton Buildings, Chancery Lane, London WC2A 1AW. 1977. *(iii, 38 pages; paper covers £1.00. ISBN 0 902914 39 1).*

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842. (Alternative no 01-215 5051.)

New products

Pneumatic cylinders can work at high pressure

Austin Beech Ltd has introduced a range of heavy-duty pneumatic cylinders in bore sizes from 38 mm to 205 mm (1½ to 8 in) and capable of operating at pressures up to 1.05 MPa (10.5 bar or 105 lbf/in²) for a wide variety of industrial equipment. To increase the versatility of the nine standard units available, they can be supplied with a choice of mountings including front or rear flange; side mounting; tie-rod or nose mounting; rear, central or front trunnion; and front or rear hinge.

Designed for long life and reliability, the cylinders have tubes of precision-honed, heavy-gauge steel. Bores can be hard-chromed for particularly demanding application or corrosive conditions. The oversize piston rod is machined from hard steel and features generously proportioned threads. Rod ends have spanner flats instead of the more usual tommy bar inserts which are subject to wear. To maintain concentricity of the parts in particularly demanding applications, the light alloy end-caps are spigoted into the cylinder tubes and sealed. Long-lipped piston seals run in the honed bore are used. Nose seals are easily removed without major dismantling.

The high-efficiency cushions are of well proven design with the cushion adjusting screws set at right angles to the ports. These are of large size for easy connection and maximum efficiency in operation.

Further information: circle 173

Position ring reduces foundation time

Celtite (Selfix) Ltd has introduced a position ring for use with its range of tube foundation bolts. The ring is claimed to eliminate the need for formwork, and considerably reduces the time needed to set out foundations, by matching the bolt position accurately to the requirements of the structure or equipment to be bolted down. Designed to obtain tolerance with the tube foundation at any angle, while keeping the bolt vertical within the tube, the positioning ring is fitted below an anchor ring which forms an integral part of the tube casting. The ring has a bore to suit the bolt in use, and is tensioned against the anchor ring by the bolt head. The load is transmitted directly to the anchor ring and transferred to the concrete bed at the deepest effective point, and so ensures high loadings.

A wide variety of bolt diameter/tolerance combinations can be obtained, so the system can meet most individual requirements. The magnitude of tolerance is varied by changing the tube diameter, and tube bolt specifications can be altered to suit the particular load.

Further information: circle 174

Office partitions overnight

Ayrshire Metal Products Ltd has developed a prefabricated partitioning system, which can be erected overnight and is capable of almost any layout or re-arrangement. The 1200 system is pre-finished in a choice of six colours and is suitable for all office accommodation. Standard panels of this modular system, which makes extensive use of clip-on sections, are 2438 mm high, but they can be built up to accommodate ceiling heights to 3048 mm. They are manufactured of double-skin steel sheet with an infill of a non-combustible sound-deadening material in widths of 1200, 1000, 900, 600 and 200 mm.

Installation of pipework

By using two filler panels, any width or length can be accommodated. These panels allow the installation of service pipework without cutting into the standard sections. Cavities behind pilasters, skirting and capping covers are used as channels for wiring. No fixing screws are visible, and the units can be erected by unskilled labour.

Further information: circle 175

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Cranes designed to meet varying needs

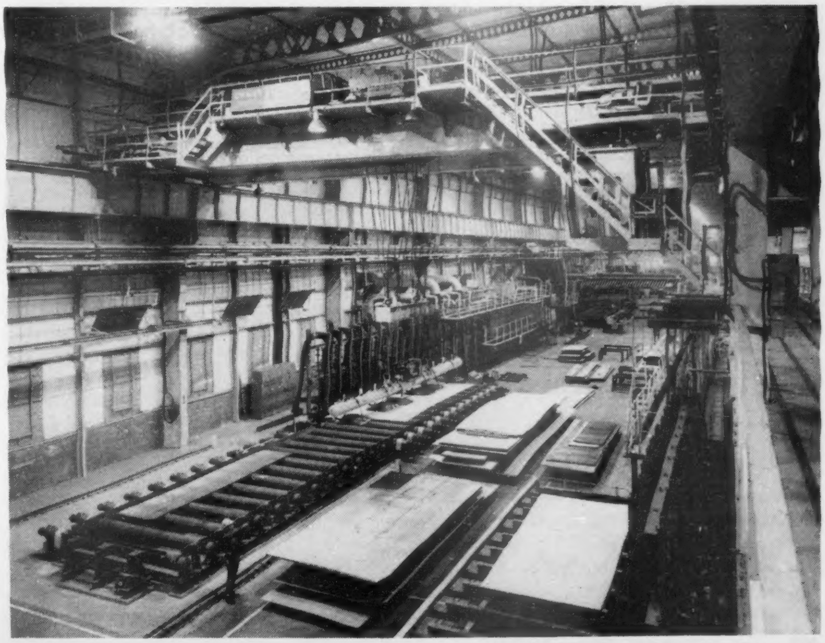
Five heavy-duty cranes supplied by Herbert Morris Ltd to the British Steel Corporation's new Shepcote Lane stainless steel plant have standardised design features which can meet a wide variety of crane specifications. This will enable BSC to minimise their spares requirements and simplify operating and maintenance procedures. The five Craven cranes, valued at some £330,000, are installed in the newly opened 'Shepcote 2' wide plate finishing plant. Two 20 tonne-capacity lifting beam cranes run on a common gantry in the process bay, one of which incorporates a change-speed gearbox enabling the crane to lift loads up to 35 tonnes at a reduced hoist speed. A further beam crane and two single hook cranes run on a common gantry in the warehouse bay.

Wider bridge structure

As well as a variation in lifting height of 9.6 m and 12.6 m, the lifting beams, which are suspended at two points by identical sets of lifting ropes, required a wider bridge structure. Morris so designed the cranes that all 10 bridge girders were the same, with identical end carriage connections. Each crane has two long travel drives and all 10 of these are identical, as are the 20 wheel assemblies. The cross travel drives and wheel assemblies of all five cranes are also identical.

Further information: circle 176

Herbert Morris Ltd's special 20/35 tonne Craven Crane installed in BSC's new 'Shepcote 2' plate finishing plant.



Technology news

Prototype mining train driven by linear motors

A pioneering train driven by linear electric motors is being developed as a manrider for the National Coal Board by Gyro Mining Transport Ltd of Barnsley. The motor thrust units were developed specifically for the train by Linear Motors Ltd, Loughborough.

The prototype train, now undergoing trials at the NCB Mining, Research and Development Establishment in Swadlincote, is powered by a 90 horse-power diesel generator in the middle coach. This arrangement, coupled with the frictionless drive of the linear motor, is expected to give a higher efficiency than conventional diesel/gearbox/wheel drive. The train is driven by two 40 A linear motors and is designed to run at speeds of up to 20 miles per hour on the level and 4 miles per hour on gradients of one in 10. An overhead power supply and pick up system is also undergoing trials for use in underground and hazardous atmospheres. This uses an inert gas purging system and is expected to prove satisfactory in mines for speeds of up to 30 miles per hour.

Linear motors are sealed units with no moving parts, the thrust being induced magnetically into a solid steel reaction rail, so there are no problems with sparking or water. As they have a frictionless drive with retro-braking, linear motors are able to cope with slurry and water better than friction drives. Significant weight savings and a higher standard of ride can also be achieved with the systems now under test.

Further information: circle 177

'Endless' conveyor will help food processers

MJP Machinery Ltd has introduced its patented Rolabelt 'endless' conveyor system.

The company believe the Rolabelt will be of particular interest to food processors: it has been manufactured using non-toxic and easy-to-clean materials. The belt is made from polyurethane which, as well as allowing tight corners to be negotiated without the material suffering damage through tension, can be cleaned by applying a high-pressure hose. The rolling gear is also non-metallic, and requires no lubrication.

Basically, the Rolabelt is a hybrid system which is as directionally flexible as a monorail conveyor, yet has all the advantages of a trough belt unit, the company says. It consists of a tubular type track with a continuous belt running above. The belt, which is corrugated and semi-circular in cross-section, is in 333 mm modules, supported and joined by lightweight alloy cradles. Each cradle has its own under-carriage.

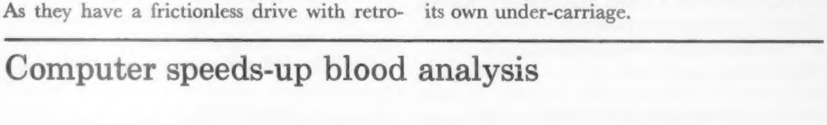
When discharge is needed at a predetermined point, a pneumatic ram is actuated which flexes a sprung steel discharge rail – mounted alongside the track – to form a type of cam. As each cradle approaches the discharge area, it is progressively tilted sideways until, at the top of the 'cam', the maximum discharge angle of 55 degrees is reached. As the cradle is pivoted off centre, the normal running attitude is automatically and progressively resumed. To make this operation easier the cradle hinge is fitted with a simple return spring.

The main benefit of the Rolabelt system is the flexibility of both its layout and installation. Operating speeds are 4.5 to 23 m/min with capacities of up to 50 tonnes at 770 kg/m³. It can complete a U-turn within a radius of 2 m and negotiate inclines of up to 70 degrees.

Further information: circle 178

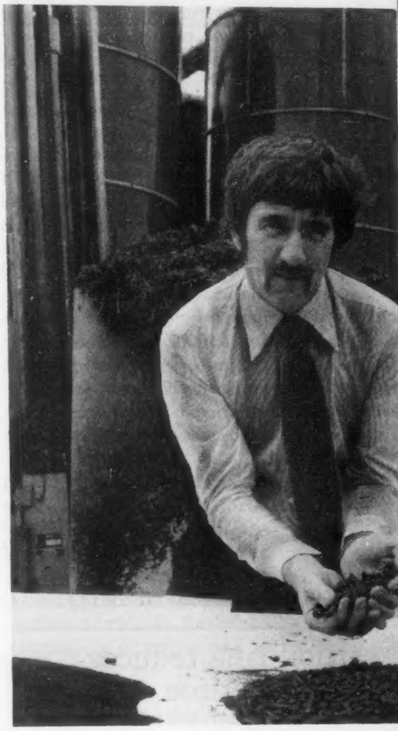
Computer speeds-up blood analysis

Computerised equipment, for use in speeding the processing of motorists' blood samples submitted for analysis, is being evaluated at the Metropolitan Police Forensic Laboratory in Britain. The system made by Vickers Ltd, London, is known as a bar code reader terminal, which incorporates a 'V'-shaped pen light scanning device to read numbers and letters, represented in the form of vertical lines or 'bars', printed on labels. This enables labelled samples to be automatically identified as they are tested in batches of 30 in an associated gas chromatograph machine (foreground). The information obtained both by scanning and by chemical analysis is fed into a computer that provides sufficient data to print out a file for presentation in court.



Animal feed from waste

Clive Walker, manager of Unitrition International Ltd, of Basingstoke, Hants, displays samples of animal fodder that are claimed to represent a major technological advance in the conversion of leaves and vegetable waste into protein. Using a leaf fractionisation process, the plant extracts a juice which is dried into a powder richer in protein than soya bean meal and turns the residue into cattle food pellets (right) and protein rich molasses (left). The process will produce from an hourly throughput of 9 tonnes of lucerne: a quarter of a tonne of leaf protein, 2.2 tonnes of grass pellets and a third of a tonne of molasses. The plant can be switched over to produce nutritionally improved straw (N15) for animal feed. Initially all finished products will be used for animal feedstuffs, but the company does not rule out the prospect that dried protein concentrate will eventually be used in human diets.



Parliament

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries
of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries
of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary
of State: Robert Maclennan

Monday, 14 November

Planning agreements

Edmund Marshall (Goole) asked the Secretary of State for Industry how many planning agreements had now been made in accordance with section 21 of the Industry Act 1975; and by which bodies corporate those agreements were made.

Mr Cryer said that one planning agreement, with Chrysler (UK) Ltd, had been signed to date. Exploratory discussions were in hand with a number of other companies, but progress in this important area of industrial policy which was announced by the government early in the passage of the 1975 Industry Bill as voluntary had been very disappointing.

Investment in Yorkshire and Humberside

Kenneth Lomas (Huddersfield West) asked what action had been taken to ensure that there would be increased levels of investments and improved economic performances in the Yorkshire and Humberside region.

Mr Cryer replied that the government's industrial strategy was designed to improve industrial performance throughout the UK. The industrial strategy was put into effect through some 40 sector working parties formed jointly between government, trade unions and industry to work out areas of improvement necessary for increased industrial performance. The sectors covered by the SWPs included wool textiles, clothing, ferrous foundries, petrochemicals, and mining machinery, which crucially affected Yorkshire and Humberside. In addition, firms investing in Yorkshire and Humberside qualified for regional incentives. Qualifying firms also stood to benefit from the various schemes under section 8 of the Industry Act to encourage investment in specific industries and the selective investment scheme. In addition 100 per cent tax allowance was provided against profits for investment in plant and machinery and Yorkshire and Humberside firms were able to take advantage of this.

PWR Systems Ltd.

John Osborn (Sheffield, Hallam) asked what assistance had been given from public funds to PWR Systems Ltd at Wakefield with a view to providing employment opportunities in south Yorkshire.

Mr Cryer replied that no offer of regional selective assistance, given under section 7 of the Industry Act 1972 to promote employment in the assisted areas, had been made to PWR Systems Ltd.

NEB office site

Robert Kilroy-Silk (Ormskirk) asked if the new regional board of the National Enterprise Board will be sited on Merseyside; and if Kirkby will be considered as a possible site.

Mr Huckfield replied that he understood that the new board would be based on the National Enterprise Board's existing office in Liverpool.

NEB report

Michael Grylls (North West Surrey) asked the Secretary of State for Industry why the corporate plan of the NEB which, under the guidelines, was required to be submitted to him annually, and uhich the NEB stated in their annual report would be ready towards the end of the summer, had still not been published.

Mr Huckfield said that he expected to receive the corporate plan of the NEB before the end of the year. There was no requirement for publication under the Industry Act 1975 or in the NEB guidelines. Mr Huckfield said that he expected that most of the report was likely to be commercially confidential and he would need to consider very carefully with the NEB whether publication would be appropriate.

Liverpool Partnership Committee

Robert Parry (Liverpool, Scotland Exchange) asked the Secretary of State for Industry if he would make a statement on the under-secretary of state's recent visit to Liverpool to discuss the inner area partnership.

Mr Cryer said that the first meeting of the Liverpool Partnership Committee which he had attended was a most encouraging start to these new arrangements to help tackle the severe problems of inner Liverpool. The committee had agreed among other things to set in hand an action programme for the inner area. Mr Cryer added that he had also taken the opportunity to visit tenants of the department's advance factories at Sandon Way and at Rockferry. These two developments had a total floor space of 91 000 sq ft and a potential to provide some 340 jobs. They were intended primarily for the use of small firms.

BSO staffing

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry, what has been the total cost to public funds and the total number of pepole employed at the Business Statistics Office in each of the last three years.

Mr Huckfield gave the following figures:

	£'000	Average number employed
1974-75	4 689	1 026
1975-76	6 072	1 086
1976-77	6 783	1 066

Winding-up of companies

John Lee (Birmingham, Handsworth) asked the Secretary of State for Trade if he would publish the criteria guiding his department's decisions on whether to institute proceedings for the winding-up of companies incorporated in the United Kingdom under the provisions of the companies acts.

Mr Clinton Davis said that in accordance with the provisions of section 35 of the Companies Act 1967, the secretary of state might present a petition for a company to be wound up if it appeared to him, from any report made under section 168 of the Companies Act 1948 or from any information or document obtained under paragraph III of the Companies Act 1967, that was expedient in the public interest to do so. This power had been exercised in the main when it appeared from the information obtained that there were circumstances suggesting:

1 that its business was being or had been conducted with intent to defraud its creditors or the creditors of any other person, or otherwise for a fraudulent or unlawful purpose, or in a manner oppressive of any part of its members, or that it was formed for any fraudulent or unlawful purpose; or

2 that persons concerned with its formation or the management of its affairs had been guilty of fraud, misfeasance, or other misconduct towards it or towards its members.

Companies round-up

John Lee (Birmingham, Handsworth): To ask how many companies incorporated in the UK under the provisions of the companies acts have been wound up during the last 10 years by the courts on winding-up motions brought by his department.

Mr Clinton Davis gave a figure of 98 from 1 January 1967 to date.

Price increases

Ernest Fernyhough (Jarrow) asked the Secretary of State for Prices and Consumer Protection, if, in view of the persistent practice of many traders overstamping and increasing prices, he would take any further steps to overcome this practice.

Mr Maclennan confirmed that the government had already introduced provisions to this end. Paragraph 37 of the Price Code (SI 1977 1272) stated that, with limited exceptions, retailers should not increase the prices of goods that were or had been displayed for sale by reference to increases in replacement costs, even when such price increases would otherwise be permitted by the code.

Petrol prices

John Watkinson (West Gloucestershire) asked the Secretary of State for Prices and Consumer Protection what were the highest and lowest prices that were being charged in October 1977 for four-star petrol as recorded by his department; and if he would make a statement on the way in which his department monitored such prices.

Mr Maclennan replied that his department did not monitor retail petrol prices directly. The Department of Energy collected some information on the retail price of petrol but not in the form requested as it related to average prices reported by a number of oil companies and not each company's full range. A report published by the Price Commission in 1975 (Motor Fuel Retailers' Margin's Final Report) sets out reasons for the variation in prices.

Plug and socket systems

Ernest Fernyhough (Jarrow) asked the Secretary of State for Prices and Consumer Protection if, in view of the fact that millions of householders in the UK had had their houses rewired with a 13 A ring circuit, he would oppose the introduction of the suggested international 16 A plug and socket.

Mr Fraser pointed out that if an international voluntary standard for a new 16 A plug and socket system were eventually published, this would not oblige the UK to change over to the new system. Any substantial proposals for its introduction would not be considered by government if, as a result, changes to existing serviceable installations would be necessary.

UK cutlery demand

Peter Hardy (Rother Valley) asked the Secretary of State for Industry what proportion of UK cutlery demand was met by imports during the last quarter for which figures were available.

Mr Cryer answered that approximately two-fifths of UK cutlery demand was met by imports in the second quarter of 1977.

Air traffic control assistants' pay

Michael Grylls (North West Surrey) asked the Secretary of State for Trade if he would publish details of the pay award made by the Civil Aviation Authority to the air traffic controllers' assistants, and whether or not the lump sum payment of £315 plus 10 per cent from next April came within the government guidelines.

Mr Clinton Davis said that on 1 April 1978, the anniversary of their Phase II award, the air traffic control assistants would get an increase in pay of 4 per cent in addition to any increase payable under a central settlement for staff of the Civil Aviation Authority, the negotiating group to which the 10 per cent guidelines applied. They might receive an increase of up to a further 4 per cent, provided that the authority's wage costs were not thereby increased by more than 10 per cent. The balance of the new pay scales agreed by the Civil Aviation Authority in 1976 would be implemented as soon as government pay policy permitted but there would be no retrospection. The Civil Aviation Authority would also make an immediate payment of a lump sum to the air traffic control assistants but this would not take their earnings outside Phase II limits.

The terms of the settlement were compatible with government pay policy both as to timing and to amount.

Air travel reserve fund

Geoffrey Dodsworth (South West Hertfordshire) asked how much money had been collected by payments into the air travel reserve fund; and how much had been paid out to people who had lost money, showing how many people and firms involved, since the fund came into existence.

Mr Meacher replied that payments passed to the Air Travel Reserve Fund Agency by the Civil Aviation Authority up to 30 September totalled £18.3 million. He said that he understood that up to that date the agency had made payments from the fund of a little over £5 million to about 115 000 people. Details of the companies involved were included in the agency's annual accounts which would be laid before the Commons in accordance with the Air Travel Reserve Fund Act 1975.

Security at foreign airports

Neville Trotter (Tynemouth) asked the Secretary of State for Trade what steps he proposed to take to safeguard passengers on British airlines boarding: (a) at Palma and (b) at the foreign airports where security was lax, following the recent hijacking of a Lufthansa jet at Las Palmas; and whether he intended to follow the example of the West German government by posting British security guards abroad where necessary.

Mr Clinton Davis said that British missions abroad had instructions to concert with British Airlines and, where necessary, to seek specific improvements in security. The Spanish government were well aware of British concern. Very recently the Spanish government had in fact taken a number of steps to improve security at Palma and elsewhere. Mr Clinton Davis did not rule out any possibility, including the posting of security officers abroad, where it is necessary, for achieving the required level of security.

ECSC decisions

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what EEC policies on price-fixing, import control and the protection of the market for steel were at present being applied to the steel industry in the UK.

Mr Huckfield said that the European Coal and Steel Community (ECSC) decisions listed in the *Official Journal of the European Communities* L114 dated 5 May as amended in *Official Journal* L209 dated 17 August, the commission communication on guidance prices published in the *Official Journal* C174 dated 22 July 1977 and the voluntary guidance on deliveries within the common market of selected steel products, communicated periodically to steel producers by the commission, applied to the steel industry in the UK.

BSC imports of scrap steel and iron

William Ross (Londonderry) asked the Secretary of State for Industry, if he would list the tonnage of scrap steel and iron imported into the UK for use by the British Steel Corporation from the EEC and third countries; what were the countries involved; what was the tonnage from each country in 1975, 1976 and 1977 to date; and what was the price in £ sterling in each case for each grade imported.

Mr Huckfield gave the following figures:

			Metric tonnes
	1975	1976	1977 (to end Sep)
US	82 869	367 385	71 399
Germany	1 368	1 351	1 927
Finland	1 290	—	—
Ireland	765	—	—

Mr Huckfield pointed out that current imports were negligible and that information on the prices paid for scrap imports by the corporation was commercially confidential.

Licences for iron and steel exports

William Ross (Londonderry) asked the Secretary of State for Industry when he expected to be able to announce open licensing for all grades of scrap iron and steel for the period 1 July to 31 December 1977.

Mr Huckfield replied that agreement on arrangements for exports to countries outside the community has not yet been reached in Brussels. Licences for this period were being granted to all exporters providing evidence of orders.

ECGD cover to Chile

Rear-Admiral Morgan-Giles (Winchester) asked why the Export Credits Guarantee Department was allowing a maximum credit of 180 days for Chile, in the light of the fact that foreign firms competing with British industry for orders in Chile could obtain five years' credit cover.

Mr Meacher said that ECGD cover for exports to Chile had been restricted to short-term credit transactions since 1972 when the Chilean government defaulted in respect of its commercial debts. A large part of the substantial claims payment met by the department at that time still remained to be recovered but the situation was being kept under constant review.

Tuesday, 15 November

Petrol prices

John Watkinson (West Gloucestershire) asked the Secretary of State for Prices and Consumer Protection if he would institute an inquiry into petrol prices, with particular reference to the difference in levels between town and country.

Mr Maclennan said that the secretary of state did not consider that a further inquiry would be justified at this stage. A report published by the Price Commission in 1975 (Motor Fuel Retailers' Margins Final Report) set out reasons for variations in petrol prices and further information had been provided in 1976 by an interdepartmental inquiry.

Fuse prices

Nigel Spearing (Newham South) asked the Secretary of State for Prices and Consumer Protection if he had investigated the pricing arrangements for cartridge type non-renewable fuses for use in domestic locations; and if he would make a statement.

Mr Maclennan said that the secretary of state had no current plans to direct the Price Commission to examine the prices of these products but would bear Mr Spearing's suggestion in mind. Complaints about price increases made by individual firms should be directed to the Price Commission.

Regional assistance in Merseyside

Eric Heffer (Liverpool, Walton) asked the Secretary of State for Industry, how many firms had been encouraged to go to Merseyside in the last two-and-a-half years; if he would list them; what were the present amounts they had received and what measures were being taken, other than general measures, to encourage firms to go to Merseyside; if he would list the action taken in the last two-and-a-half years; and what success had been achieved.

Mr Cryer replied that apart from the full range of regional assistance available in Merseyside, and that available under section 8 of the Industry Act, his department had taken a number of measures to help industry in Merseyside. During the last two-and-a-half years, the flexibility of selective financial assistance in the Merseyside and the other special development areas (SDAs) had been increased; the maximum rent-free periods on government factories there had been increased; a study had recently been commissioned to identify opportunities for certain types of investment in inner Liverpool; the regional office had established an action group in co-operation with other organisations to implement the government's industrial strategy in Merseyside and other parts of the north-west. Fifty-two government factories had been authorised involving 765 000 sq ft. In addition the government had established a partnership with the relevant local authorities to assist in the regeneration of inner Liverpool.

Naturally, the Department of Industry took every opportunity to attract new investment to Merseyside. During the last two-and-a-half years, Merseyside had been suggested on more than 600 occasions to industrialists seeking locations for investment. A total of 188 tours of Merseyside had been organised for industrialists. Of these 56 were known to have invested in Merseyside, of whom 32 had come from outside the SDA including companies from Sweden, Denmark, Singapore, Switzerland and the Netherlands. The figures did not take account of companies which had decided to invest without first contacting the department. Mr Cryer said that he was reluctant to provide a list of these companies since some at least regarded their consultations with the department as confidential. Between 1 March 1975 and 30 September 1977 offers of assistance under section 7 of the Industry Act amounting to £24 million had been made to 154 manufacturing projects expected to cost £158 million and to create some 10 311 additional jobs in the SDA. Six service industry projects involving almost 600 new jobs had also been offered assistance. The amounts (above certain thresholds) paid to individual firms under regional assistance schemes were published quarterly in *Trade and Industry.*

Employment in Yorkshire

Kenneth Lomas (Huddersfield West) asked if he was aware of the loss of jobs in the woollen towns of Yorkshire; and what was being done to provide alternative forms of employment.

Mr Cryer replied that there has been a decline in the numbers employed in wool textiles. Nevertheless he was pleased that unemployment in west Yorkshire generally and Huddersfield in particular remained below the national average at 5.8 per cent and 4.3 per cent respectively against a national average of 6.3 per cent. Regional selective assistance was offered under section 7 of the Industry Act 1972 for eligible projects in all industries which created or maintained employment in the assisted areas. From the start of the act in 1972 up to 30 September 1977 offers totalling £11 million (excluding offers lapsed or deferred) had been made on 298 projects in west Yorkshire, estimated to cost £159 million. These projects were expected to provide 15 233 new jobs and to safeguard 1230 jobs.

Mr Cryer said that he regretted that it was not possible, except at disproportionate costs, to provide similar information on regional development grants paid in west Yorkshire. However, the total of such grants paid in the Yorkshire and Humberside region as a whole since the start of the Industry Act up to 30 September 1977 was £65 million. Since March 1972, 20 advance factories totalling 190 000 sq ft (including six announced on 10 November) had been authorised in west Yorkshire to provide an estimated 750 jobs.

Aid to the textile industry

Nicholas Winterton (Macclesfield) asked what was the total amount of aid given to the textile industry in the UK for the year October 1976 to September 1977.

Mr Cryer gave the following information:

£ million

	Textiles	Clothing
Sections 7 and 8 of the Industry Act 1972	5.7	1.9
Regional development grant	7.5	2.6[1]
Temporary employment subsidy	39.5	40.2

[1] Includes footwear. No precise breakdown between clothing and footwear is available.

Textile companies in NW England

Nicholas Winterton (Macclesfield) asked the Secretary of State for Industry what were the names of all textile companies situated in the north west of England which had received government aid during the last 12 months for which figures were available; and if he would list the amount given to each company.

Mr Cryer pointed out that apart from the lists published quarterly in *Trade and Industry* showing payments above a certain threshold of regional development grant and selective financial assistance under sections 7 and 8 of the Industry Act 1972, information about grants and loans made to individual applicants was confidential. It would in any event require a disproportionate amount of cost and staff effort to provide this information. As far as temporary employment subsidy was concerned, information about individual companies was regarded by the Department of Employment as confidential.

Computer aids in small firms

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry how many feasibility studies into the possible use of computer aids by small manufacturing firms had been financed by the Department of Industry; how many consultants had received funds in this way; what had been the total cost to public funds; and whether he would make a statement of the scheme for financing such studies.

Mr Cryer replied that up to the present time three feasibility studies had been authorised, three consultants had been given contracts for these studies and a total of £3,550 had been committed from public funds. In addition three further applications had been approved and contracts were being processed for them. These contracts had been placed under a scheme to assist computer-aided production management in small firms announced by the Department of Industry through a press release on 14 September.

Anti-waste programme

Andrew Bennett (Stockport North) asked the Secretary of State for Industry if he would make a statement on the progress being made on the government's waste and recycling campaign, so far as it lay within his department's responsibility.

Mr Cryer said that in close co-operation with the Waste Management Advisory Council and the director of the National Anti-Waste Programme, his department was continuing to promote public awareness of the need to avoid waste and to increase the recovery of waste materials. In this connection regular meetings were held with various sectors of the manufacturing and reclamation industries. The director of the National Anti-Waste Programme had established with the Confederation of British Industries and the British Reclamation Industries Confederation a framework for future co-operation in implementing the programme. Particular attention in the programme was presently being given to packaging, the scope for waste wardens in industry and schemes for waste collection centres. In addition some 16 000 copies of the booklet *Save and Recycle* had been distributed and there were signs that voluntary bodies were increasingly assisting with the campaign.

BSC capital requirements

Tim Renton (Mid-Sussex) asked the Secretary of State for Industry whether the British Steel Corporation still intended to spend £900 million in the year 1977-78 on capital requirements, and still had an estimated deficit on internal resources in the year of £50 million, thus leading to the cash limit of £950 million.

Mr Huckfield said that trading conditions in the steel industry were significantly worse than were expected early in the year and internally generated funds were correspondingly lower. To stay within its cash limit, the corporation was making compensating reductions in capital requirements, including working capital.

Mini replacement programme

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would make a statement on the progress so far of the Mini replacement programme; when British Leyland intended to launch the new car; and whether he was satisfied that it was in the best interest of British Leyland for this programme to be continued.

Mr Huckfield replied that the secretary of state on 26 May (*Trade and Industry* 3 June, page 424) had told the Commons that he had authorised the National Enterprise Board to allow work on the Mini replacement programme to be resumed as soon as it was satisfied that sufficient tangible progress was being made towards measures which would put industrial relations at Leyland Cars on a new basis. The NEB had announced on 1 June that it had done so. Information on progress with the programme and on the launch date was a matter for the British Leyland board.

Chrysler UK Ltd

Michael Grylls (North West Surrey) asked the Secretary of State for Industry how much had been paid to Chrysler (UK) Ltd, in total, by his department up to 15 November 1977, following the 5 January 1976 agreement between the government and Chrysler (UK) Ltd.

Mr Cryer replied £41.5 million in respect of 1976 losses. £23.0 million of the guaranteed loan.

NEB report on Merseyside

Robert Kilroy-Silk (Ormskirk) asked what measures had been suggested by the National Enterprise Board for industrial development in Merseyside.

Mr Huckfield replied that earlier in the year the board, at the Prime Minister's request, had prepared a report on investment potential in the north-west, including Merseyside.

NEB northern office

Ian Wrigglesworth (Teesside, Thornaby) asked the Secretary of State for Industry what funds were at present available for investment purposes for the northern region office of the National Enterprise Board; and what funds had been invested in northern industries since the office was established.

Mr Huckfield said that no limit had been set by the National Enterprise Board on the amount of their funds available for regional investment. The board had invested about £600,000 in companies in the northern region since their office was established there. The region, too, had benefited a great deal from the board's investment in companies based elsewhere but with factories in the region.

Tourists in the UK

Nigel Forman (Sutton, Carshalton) asked the Secretary of State for Trade whether he would estimate the number of tourists who visited the UK in each quarter of 1977, and the amount spent by those tourists; and what was his best estimate of the effect on the index of retail sales volume of spending by tourists.

Mr Meacher replied that estimates of the number of overseas tourists who visited the UK and the amount spent by these tourists were available only up to the second quarter of 1977. The figures, which were published in *Trade and Industry* on 4 November, were as follows:

		Number ('000)	Expenditure (£ million)
1977	1st qtr	1 867	332
	2nd qtr	2 909	497

In broad terms, it was estimated that annual spending by overseas visitors in retail outlets now accounted for around 1½-2 per cent of total retail sales.

Effects of revaluation of sterling

Wyn Roberts (Conway) asked the Secretary of State for Trade if he had made any estimate of the effect of the upward revaluation of the £ sterling on the volume and value of exports to date.

John Lee (Birmingham, Handsworth) asked the Secretary of State for Trade what was the estimated effect, adverse or favourable, of the revaluation of the £ sterling consequent upon the recent change in Bank of England policy on UK imports of the 12 most valuable categories of imported goods; by what percentage such imports were expected to increase or decrease during the next 12 months; and if he will make a statement.

John Lee (Birmingham, Handsworth) asked the Secretary of State for Trade what was the estimated effect, adverse or favourable of the revaluation of the £ sterling, consequent upon the recent change in Bank of England policy, on UK exports in the 12 most important countries buying UK goods; by what percentage such exports were expected to increase or decrease during the next 12 months; and if he would make a statement.

Mr Meacher said that any estimate of the effect of the upward movement on exports and imports must, at this stage, be uncertain. Further, it would be extremely hazardous to attempt to make forecasts for individual categories of trade, or for UK trade with individual countries. Broadly, changes in the value and volume of total exports consequent on an appreciation of sterling would depend much on exporters' pricing policies which, in turn, would be governed largely by the extent to which price was a determinant of sales. For total imports, an expected initial fall in price should lead to a lower value of imports; subsequently, however, import volume and hence value, would rise.

Wednesday, 16 November

UK re-exports

Neil Marten (Banbury) asked what percentage of UK sales to the UK's common market partners originate in countries than the UK.

Mr Meacher said that information on UK re-exports of imported merchandise which would have provided the basis for an estimate, was no longer available. From January 1970, re-exports ceased to be separately identified, and were included in exports. In 1969, the last year for which relevant exports were provided the percentage was about 6 per cent.

Oil imports

Ernest Fernyhough (Jarrow) asked the Secretary of State for Trade if he would publish a list showing for each of the last five years ended June 1977 the quantity of oil imported and the cost thereof.

Mr Meacher gave the following information:

IMPORTS OF CRUDE OIL (SITC(R) 331.01)

	July 1972-June 1973	July 1973-June 1974	July 1974-June 1975	July 1975-June 1976	July 1976-June 1977
Weight (million tons)	104.4	115.5	94.8	84.7	79.5
Value (£ million cif)	994	2 603	3 540	3 839	4 530

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REGIONAL ASSISTANCE TO INDUSTRY

	1971/72	1972/73	1973/74	1974/75	1975/76	1976/77
Yorkshire and Humberside						
Intermediate area:						
Gross expenditure	£6 million	£5 million	£17 million	£24 million	£27 million	£30 million
Per head of population	£1.3	£1.1	£3.7	£5.2	£5.8	£6.5
Scotland:						
Gross expenditure	£131 million	£131 million	£163 million	£188 million	£258 million	£216 million
Per head of population	£25.1	£25.1	£31.3	£36.0	£49.6	£41.5
Wales						
Gross expenditure	£72 million	£91 million	£105 million	£108 million	£120 million	£113.8 million
Per head of population	£26.4	£33.3	£38.2	£39.2	£43.4	£41.2

The figures include regional development grants, regional employment premium (REP), regional selective financial assistance, the investment grant differential, local employment act expenditure and expenditure on land and factories. They include regional preferential expenditure by other government departments and agencies. All figures are gross and include payments to nationalised industries. REP expenditure is in cash terms and it is not sensible to translate into 1977 prices.

Expenditure on job creation

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry, how much money in constant values had been spent per head of the population in creating jobs in the last six years in Scotland, in Wales, and in the Yorkshire and Humberside region; and if he would express this in terms of the total amount granted, and the amount per capita in each of the above areas.

Mr Cryer said that he regretted that the information was not available in precisely the form requested. However, the best estimates of regional assistance to industry at 1977 prices, for the period 1971/72 to 1976/77 were as in the table (above).

Imports of footwear

Harvie Anderson (East Renfrewshire) asked whether there was any evidence that shoes from eastern Europe were being imported in quantity and underselling home products.

Mr Meacher replied that there were significant imports in certain sectors and in some cases eastern European imports might retail at lower prices than comparable British products. Where this was the result of dumping, remedies were available and a number of measures had already been taken. There were also current volume restraint arrangements some of which had been in operation since 1975, covering imports of men's, women's, and children's leather footwear and leather sandals from Czechoslovakia, Poland and Romania.

Minister's visit to Liverpool

Robert Parry (Liverpool, Scotland Exchange) asked the Secretary of State for Industry, if he would make a statement on the minister of state's recent official visit to Liverpool.

Mr Williams said that he had visited Liverpool on 8 November formally to launch building operations on a six-acre inner city factory site at King Edward Street. The department was to build on it the 20 small advance factory units totalling 88 000 sq ft which he had announced on 26 July in reply to a question. About 350 jobs were expected to be provided when these units were completed and occupied.

Transport users' consultative committees

David Hunt (Wirral) asked the Secretary of State for Prices and Consumer Protection, whether he was satisfied with the working of transport users' consultative committees.

Mr Fraser replied that the role of the transport users' consultative committees was currently under consideration in the light of the National Consumer Council's report on consumers and the nationalised industries and of the white paper on transport policy. The issue and the necessary consultations involved were complex and the the government was not yet in a position to make a statement.

Thursday, 17 November

Concorde and the United States

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Trade, what was the nature of the legal complexity to which he had referred on 7 November, (Trade and Industry, 18 November page 328), relating to the status of the arbitrarily imposed 16-months' trial period for Concorde at Washington and New York by the United States government, which was clearly in contravention of the original treaty rights relating to the landing rights of Concorde at these two cities.

Mr Clinton Davis said that the legal complexity referred to related not only to the decision to admit Concorde for an initial trial period but to the whole question of Concorde's treatment in the United States and its consistency with United States treaty obligations. The start of the service to New York and continuation of the service to Washington would produce a situation in which the UK government would be enjoying its treaty rights in regard to Concorde.

Overseas horticultural exhibitions

John Wells (Maidstone) asked what financial assistance has been given to British exhibitors at overseas horticultural exhibitions and shows in each of the last five years for which figures were available.

Mr Meacher said that the British Overseas Trade Board had supported participation by UK firms at seven overseas horticultural exhibitions during the last five years at annual costs as follows:

1973/74	£4 823
1974/75	£36 221
1975/76	£38 186
1976/77	£58 748
1977/78	£71 000 (estimated)

UK/Comecon trade

Patrick Wall (Haltemprice) asked what was the latest state of the UK trade balances with each member of Comecon.

Mr Meacher pointed out that figures of the UK's crude trade balances, the difference between exports valued fob and imports valued cif, with each of the member states of Comecon could be derived from information in Table 1B of the monthly publications *Overseas Trade Statistics of the United Kingdom.*

NEB employment and capital

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he was satisfied with the rate of return on the capital employed by the National Enterprise Board before taxation of 4.1 per cent.

Mr Huckfield said that as the board's interim accounts made clear, the results for the half-year reflected the depressed levels of profitability of British Leyland, caused mainly by industrial relations difficulties, and the continuing effects on Rolls Royce of the world aircraft industry recession.

Court Line purchase

Frederick Willey (Sunderland North) asked the Secretary of State for Industry, whether the financial arrangements announced on 1 July 1974 by his predecessor for the purchase of the Court Line shipbuilding, shiprepairing and marine engineering companies had been completed.

Mr Kaufman confirmed that the purchase had been completed and that the balance of the purchase price of £16 million amounting to £3,188,000 was paid on the order of the High Court into the National Westminster Bank on 27 April 1976, and as part of a general settlement of all claims against those companies the Secretary of State for Industry had recently paid interest amounting to £594,000 on that balance. Only token provision had been included in the 1977/8 estimates for this interest charge and he said that he would be seeking the approval of the Commons for a supplementary estimate in due course.

Power workers' strike

Robert Banks (Harrogate) asked the Secretary of State for Industry what was his estimate of the costs to private industry caused by the recent strike action of power workers.

Mr Williams replied that no estimate had been made of the cost to private industry of the recent strike action by power workers, but very few instances of electricity supply difficulties causing loss of production had been reported to his department.

Textile mill closures

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry how many textile mills had closed in the Huddersfield area during the past two years; and what was being done to attract new industries.

Mr Williams said that since 1 January 1976, the Department of Employment had been notified of five closures in the textile industry in the Huddersfield area, where, however, unemployment was fortunately below the national average. Huddersfield was in the Yorkshire and Humberside intermediate area and firms investing in the area could qualify for regional development grants for new buildings and works and adaptations, and regional selection assistance under section 7 of the Industry Act 1972. Since the inception of the Industry Act 1972, offers of regional selective assistance amounting to £1.1 million, had been made for 27 projects, costing £12.8 million, in the Huddersfield employment exchange area which it was estimated would create 1 100 new jobs and safeguard a further 290. In addition, during the last two years 10 industrial development certificates had been approved for construction projects totalling some 0.4 million sq ft which, it was estimated, would result in some 200 (180 male) jobs.

Textile dumping

Fred Silvester (Manchester, Withington) asked the Secretary of State for Trade what evidence he had on the dumping of sheeting and manufactured bed sheets from the United States of America; and what action he proposed.

Paul B. Rose (Manchester, Blackley) asked the Secrtary of State for Trade, whether he would examine the allegation of dumping of cloth and finished textile goods by the United States with a view to preventing such practices and protecting the British textile industry.

Mr Meacher replied that he was aware only of one unsubstantiated claim. If the industry produced suitable evidence of dumping and material injury, his department would be prepared to advise on the submission of a formal complaint to the European commission.

Regional grants for intermediate areas

John Osborn (Sheffield, Hallam) asked the Secretary of State for Industry what steps he had taken to review current grants to intermediate areas, as against development areas; and whether he would now raise the £30,000 due to the Yorkshire and Humberside development association.

Mr Williams replied that no revision of regional grants for intermediate areas was envisaged. Substantial increases were made at the beginning of this financial year to grants to development associations; the Yorkshire and Humberside development association had received a 100 per cent increase.

Yorkshire and Humberside grant

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Industry, what was the present grant being *made to the Yorkshire and Humberside development association, for the next three years, per annum.*

Mr Cryer replied that the Yorkshire and Humberside development association currently received a grant in aid of £30,000. This grant would be continued for the financial years 1978/79 and 1979/80.

EEC industrial and regional policy

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry why no meetings of the EEC council of ministers were held to discuss industrial or regional policy; and whether he would seek to initiate any such meetings.

Mr Williams replied that the council of ministers (foreign affairs) was competent to deal with all questions as required, including industrial and regional policy matters. The council was expected to consider steel on 21 November and regional policy on 19 and 20 December. So far there had not been a sufficient number of industrial or regional policy matters requiring council decisions to justify calling a special council meeting attended by industry or regional ministers, but the official regional policy committee met regularly.

Insurance companies EEC trade

A. J. Beith (Berwick upon Tweed) asked the Secretary of State for Trade whether, in order to facilitate trade promotion visits within the EEC, he would initiate discussions with insurance companies with a view to replacing the present green card system with arrangements which would enable businessmen to obtain full annual cover for travel by car throughout the EEC.

Mr Clinton Davis said that he would not initiate discussions with insurance companies and added that he understood that many insurance companies were already willing to extend domestic comprehensive insurance policies to cover travel in other EEC countries for the duration of the policy.

Friday, 18 November

UK balance of payments

David Knox (Leek) asked the Secretary of State for Trade if he would publish in the Official Report *a table showing for each year since 1945: (a) the surplus or deficit on the current account of the UK balance of payments, (b) the surplus or deficit on the invisible account, and (c) the surplus or deficit on the visible trade account.*

Mr Meacher said that annual figures of the UK's current balance, invisible balance and visible balance for the years 1955 to 1976 were available in table 1.1 of the publication *United Kingdom Balance of Payments, 1966-1976.* Figures covering the period 1946 to 1954 were given in table 4 of the publication *United Kingdom Balance of Payments, 1971.* No official, comparable figures were available for 1945.

Cost of coastguard service

Julian Ridsdale (Harwich) asked the Secretary of State for Trade, what was the annual cost of running the coastguard service 15 years ago, 10 years ago and five years ago, respectively; and what was the current annual cost.

Mr Clinton Davis replied that the annual cost of running the coastguard service excluding capital expenditure was £1.445 million in 1971/72, and £3.803 million in 1976/77. Details of running costs 10 and 15 years ago were not available.

Authorisation of company investigations

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade, if, in future cases, he would state why a company inspection was or was not authorised by his department in a given case.

Mr Clinton Davis replied that, as was recommended by the Jenkins committee, he did not believe that it would be appropriate for his department to be required to give detailed reasons for the exercise of investigatory powers. Before the report of the Jenkins committee it was the practice to forward a statement to the company before an appointment and this practice was much criticised. He said that in his view the risk of papers being destroyed or altered, or of informants being deterred by fears of retaliation, ought not to be run.

Company inspectors

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade if he was satisfied that unsuitable persons would not be appointed as company inspectors in view of the concern expressed by the panel on takeovers and mergers.

Mr Clinton Davis replied that he did not think that there was any serious risk that unsuitable persons would be appointed. With legal inspectors, who were either members of the bar or solicitors, it was the secretary of state's usual practice to make appointments after consultation with the Attorney General. Accountant inspectors were appointed after consideration of their suitability for the particular case and, if necessary, after consultation with their professional body.

System of company inspectorate

Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade if he planned to improve the system of the company inspectorate within his department in the light of criticism from the panel on takeovers and mergers.

Mr Clinton Davis said that the system of company inspections was under constant review and a year ago the secretary of state and he had had a meeting of inspectors to consider whether changes and improvements were necessary or desirable. The general view, which he shared, was that in essentials present procedures were fundamentally sound. He added that he remained ready to consider any improvements which experience showed to be desirable.

Price of potato crisps

Austin Mitchell (Grimsby) asked the Secretary of State for Prices and Consumer Protection, whether, in view of the fall in the market price of potatoes, he would ensure that the prices of potato crisps were also reduced.

Mr Maclennan replied that the Price Commission had asked the major manufacturers of potato crisps at the end of July what action they were taking to reduce the price of their products in view of the fall in the market price for potatoes. The manufacturers had responded that they were increasing the weight of the contents of packets of crisps as an alternative to reducing the prices. This was an appropriate response to the improvement in raw material prices and Mr Maclennan said that he was glad to note that packet sizes had now been increased.

Criteria for regional aid

Ralph Howell (North Norfolk) asked the Secretary of State for Industry what criteria he used to define areas which received regional aid in the United Kingdom; and what were the criteria used in each of the member states of the European communities.

Mr Cryer replied that the criteria for defining areas eligible for regional assistance in the UK were laid down in the Local Employment Act 1972 and the Industry Act 1972. In defining the areas, the secretary of state was required to have regard to all the circumstances actual and expected, including the state of employment and unemployment, population changes, migration and the objectives of regional policy. The criteria used in other member states were a matter for their own government and parliaments.

NED investment in north-west and Merseyside

Robert Kilroy-Silk (Ormskirk) asked what investment to date has been made by the National Enterprise Board in the north-west, and Merseyside, respectively.

Mr Huckfield replied that major benefits had resulted for Merseyside and the north-west from the NEB's support for British Leyland, Rolls Royce, Ferranti, ICL and other companies in these areas.

NEB investment in northern region, Scotland and Wales

Robert Kilroy-Silk (Ormskirk) asked what investment had been made to date by the National Enterprise Board in Scotland, Wales and the northern region, respectively.

Mr Huckfield replied that in addition to the NEB's investment in companies in the northern region; Scotland, Wales and the northern region had all benefited from the NEB's support for British Leyland, Rolls Royce and Ferranti. Investment in companies operating exclusively in Scotland or Wales was a task for the Scottish and Welsh development agencies.

Selective investment scheme

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry, how many companies had submitted requests for assistance under the selective financial assistance scheme since its launching in December 1976; how many had been approved and how many rejected; and what was the total level of grants so far authorised under the scheme.

Mr Cryer said that several hundred approaches under the selective investment scheme had been received. Of these, 38 had been appraised and approved, 88 were under consideration, and 85 had been rejected or withdrawn after initial examination. Assistance approved to date was £11,346,000 for investment projects costing £120,650,000.

Saudi International Bank

Robert Taylor (Croydon North West) asked the Secretary of State for Industry, what were the qualifications of the Saudi International Bank (Al-Bank Al-Sauai Al-Alami) which enabled him to give a grant of £66,000 under the industry acts to the bank; and whether he anticipated making further grants to the same applicant.

Mr Cryer replied that Al-Bank Al-Saudi Al-Alami Ltd were registered in the UK and trade as Saudi International Bank. They were therefore eligible to receive regional development grant on approved capital expenditure incurred in providing assets for use in qualifying premises in an assisted area. In this case the bank had bought a machine tool which they had leased to a manufacturing company in Lanark, which used it on premises which qualified for RDG purposes. If the bank submitted further grant applications they would be considered under the normal rules of the scheme.

A300 Airbus

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Industry, what was the percentage of British interest in the A300 Airbus; and what representations he was making to the US government at the restrictions now being imposed at La Guardia Airport, New York; the effect of which would be to ban the Airbus, thus discouraging Eastern Airlines from purchasing the aircraft.

Mr Huckfield said that the UK was not a partner in the Airbus Industrie consortium; but Hawker Siddeley Aviation (now a British Aerospace company) manufactured the fixed parts of the wings as a sub-contractor. It would be primarily for the French and German governments, whose companies were the major partners of the consortium, to consider making representations to the US government. Any request to support those governments would of course be considered.

NEB appointments

Philip Holland (Carlton) asked the Secretary of State for Industry what account he took of the outside financial interests of those considered for appointment to the National Enterprise Board when making the appointments.

Mr Huckfield said that in pursuance of schedule 1, paragraph 1, of the Industry Act 1975, the Secretary of State had invited those persons whom he proposed to appoint to the board to declare their financial interests to him. He considered these declarations carefully before making appointments.

'T & I' subscriptions and sales

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European community news

Progress rooted in consensus on major issues – Prime Minister

Britain's attempts to solve the problems of recession and economic growth have brought home to the country the extent to which membership of the European Economic Community is now a part of daily life, said Prime Minister James Callaghan, speaking at the Lord Mayor's banquet on 14 November.

Britain was committed to working for a successful and cohesive community, he said, but the future of the community was an emotive subject and to utter anything other than the conventional wisdom was regarded by some people as being as bad as shouting in church. 'It is a disservice to the community to pretend that things are what they obviously are not.'

Stressing the positive side, Mr Callaghan said that everybody was more aware of the extent to which the developed industrial societies shared the common problems of employment, growth, investment, protectionism, inflation, and that policies had to be co-ordinated and harmonised as far as possible to solve them.

But that awareness did not abolish the historical differences between the way our economies have developed, and only a new ice age could impose a rigid uniformity or remove the physical and temperamental characteristics of the community members.

These differences which had grown up through accidents of nature or history, were bound to be approached by the members of the nine from their own standpoints.

'Our task,' Mr Callaghan said, 'as committed members of the EEC, is to contribute to the means of resolving them in a manner which takes full account of our differences but is also forward-looking and constructive. In this spirit we do not believe that the community can develop into a federation.'

'It is our view that Europe will make most progress if the rights of national governments and parliaments are upheld. Nor will Europe move forward together if any individual member feels that its own economic industrial and social objectives are being overridden. Progress will be most firmly rooted when there is consensus on major issues.'

Britain had been endowed with oil as well as coal, Mr Callaghan said, and the seas around Britain's shores were a source of food, and – for a very significant but finite period – of energy. For the UK, therefore, a common energy policy should take full account of the country's emphasis as a producer as well as of the interests of all as consumers.

Also, he said, 60 per cent of all the fishery resources in the European community were within the 200-mile limit around Britain. No common fisheries policy which does not take that factor fully into account will be accepted as fair by our fishing industry, which is already suffering from its exclusion from similar 200-mile zones elsewhere.'

Mr Callaghan then turned to the common agriculture policy which the UK, he said, sought to reform.

'We will not try to change the concept of a common system, but we do wish to change those features which produce uneconomic and unwanted surpluses at great cost. This will help both consumers and the more efficient producers and what is more will prevent the policy from throttling itself,' Mr Callaghan said.

The applications by Greece, Portugal and Spain to join the community were welcomed. 'We believe it will have the effect of buttressing democracy in those states, although they recognise, as we do, that the problems that will have to be solved will take some time. Our purpose in supporting their applications is to strengthen the representative character of the Community not to dilute or weaken it. Indeed none of the changes which we wish to see will weaken the Community.'

Mr Callaghan said that the UK was committed to certain goals: 'a community in which we adopt common practices and standards when they assist us all; a community in which the habit and experience of working together brings a continuing momentum; a community in which we will do together what will strengthen and enrich us all; and finally a community in which the ideals which Europeans share are more effectively promoted by our unity and common action.'

Therefore, he said, in the forthcoming Gatt multilateral trade negotiations and the problems posed for a number of European industries by the combination of the recession and the so-called 'super-competitive countries' the UK would be urging the community to use its collective voice.

On political co-operation Mr Callaghan said there has been success in evolving common positions, for example the declaration on the middle east; the common code of conduct for companies operating in South Africa; the general policy of delegations now attending the Belgrade conference.

Given the history of Europe these were not insignificant achievements, he said. The nine members of the community were working more closely together, over a wider field, than nine sovereign nations had ever done before. There was, he said no need for even the most idealistic to feel discouraged about that.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Open discussions on nuclear energy

'Energy needs and supplies for the rest of the century: the role of nuclear energy' is the title of the first session of open discussions organised by the European commission. The session will be held next week from 29 November to 1 December at the Parc des Exposition in Brussels.

The discussions will be conducted between a nine-member panel under the chairmanship of Guido Brunner, member of the commission responsible for energy, research, science and education, and speakers representing various sides of the nuclear controversy.

The audience will be made up of some 650 drawn from the community institutions, industry, trade unions, ecologists, individual members of the public and the mass media. Everyone in the hall will have the right of putting questions to the panel in writing.

The panel – chosen by the commission – is Aldo Ajello (Italy), chairman of the environment committee of the European parliament; Mrs Dorte Bennedsen (Denmark), member of the economic and social committee since 25 June 1974; René Bonety (France), member of the economic and social committee since 15 October 1973 and reporter for the safety committee of the economic and social committee; Albert Coppe (Belgium), former member of the commission; Jean Couture (France), since 1976, chairman of the European council of the chemical industry federation.

Gerald Leach (UK), senior fellow of the International Institute for Environmental Development and member of the Europe plus 30 study and the workshop on Alternative Energy Strategies. 1969-72; Tom Normanton

(UK), member of European Parliament since 1973 and vice-chairman of committee on energy research and technology. Member of Committee on Economic and Monetary Affairs; William Miller (UK), member of the energy committee of the economic and social committee.

For the first session of the debates, 22 speakers have been invited to present reports on all aspects of the nuclear controversy. The discussions have been so organised that on each issue, two or three different views will be expressed.

A second session will be held also at the Parc des Expositions on 24, 25 and 26 January 1978.

The objectives of these open discussions are: to ensure community participation in the public debate on nuclear energy; to help inform public opinion on questions of nuclear energy, bearing in mind the community's energy requirements; to assist the commission in defining areas in which new initiatives or a more concentrated effort may be necessary to resolve any doubts and difficulties.

EIB study: 'Investment in the Community in 1976'

After declining for two successive years, the volume of fixed investment in the EEC rose last year by 3 per cent, according to the fifth of a series of annual studies, entitled 'Investment in the Community in 1976 and its Financing', by the European Investment Bank, the EEC's long-term financing institution.

Measures taken by member states to stimulate economic recovery and reduce unemployment, including the promotion of investment, helped to bring about the turnaround.

Nevertheless, says the bank, this more encouraging picture was somewhat patchy; two countries – the UK and the Netherlands – experienced a decline in terms of investment volume for the third year in succession; the largest increases in investment were in Denmark and Germany.

In a number of countries the hesitation of businesses to invest is attributed largely to low capacity utilisation, an indifferent economic outlook and inadequate net earnings, even after their limited improvement last year. Where, however, investment by public authorities was reduced in volume, this mostly reflected efforts to combat inflation through stricter control of government expenditures.

Availability of finance on capital markets seems to have been generally adequate, says the study. Where borrowing costs were high, they resulted from action taken to defend the external values of the currencies in question rather than from demand outrunning supply. In fact, savings by private individuals continued to flow into capital markets and through financial institutions at a high rate.

A changing pattern of external trade balances, relative rates of inflation and international capital flows exercised influences on capital markets and interest rates during 1976. In general, interest rates were still tending to fall in Europe in early 1976 but as the year progressed a series of pressures on exchange rates for a number of community currencies led at varying times to a defensive raising of interest rates on most though not all national capital markets within the EEC.

With the counter-attraction on some markets of higher returns from short-term placements, total bond issues in the community countries fell by 11 per cent in 1976 to 49 000 million units of account (mua). New share issues also registered a small decline in 1976, but were significantly higher than two years earlier. On the other hand, new credits granted by financial institutions rose by 38 per cent to 112 000 mua, possibly because of the considerable increase in working capital requirements last year, such as for the re-building of stocks, which are generally financed by bank credit.

The contraction of issuing activity on national bond markets did not extend to the international market where community borrowers issued more than twice the amount of bonds in 1976 as in the previous year (3318 mua compared with 1461 mua). Enterprises and public authorities in EEC countries were also borrowing large sums in the form of credits from international banking syndicates which more than tripled in 1976 to 3877 mua.

'Investment in the Community in 1976 and its Financing' is published in English, French, German and Italian: copies are available free of charge on request to: European Investment Bank, 2 Place de Metz, Boîte Postale 2005, Luxembourg.

NCC involved in European Cobol study

The UK part of an EEC survey which aims to measure the support among European users for Cobol compatibility is being undertaken by The National Computing Centre.

NCC has distributed a short questionnaire asking users to specify their requirements over the next five years. This questionnaire is a first approach and will be used to determine further activity.

A sub group of the EEC working group on standards is investigating the machine independence of Cobol programs and the feasibility of influencing future developments of the language.

The group is studying the benefits and problems for Cobol users in producing machine-independent programs. Previous investigations by the group suggest that the most suitable standards for European users would be an extended version of the French Cobol-C with its supporting software 'Filtre'. Technical studies are in hand on further developments, maintenance and user support. The cost of doing this work could total £284,000 and the present survey will help to define the extent of the market.

New EEC documents

This list of EEC documents deposited in the House of Commons during the seven days up to 10 November (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Commission Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

Draft instruments

R/2569/77 (COM(77)497 FINAL)
Proposal for a Council Regulation on the opening, allocating and administration of a Community tariff quota for certain hand-made products.

R/2573/77 (COM(77)522 FINAL)
Proposal for a Council Regulation amending Regulation (EEC) No. 316/68 fixing quality standards for fresh cut flowers and fresh ornamental foliage.

R/2594/77 (COM(77)532 FINAL)
Proposal for a Council Regulation on support for joint hydrocarbon-exploitation projects.

S/1665/77 (COM(77)468 FINAL)
Recommendations for Council Regulations (EEC) concluding the Agreements between the European Economic Community and the State of Israel; the People's Democratic Republic of Algeria; the Kingdom of Morocco; the Republic of Tunisia; concerning the import into the Community of preserved fruit salads originating in those countries.

S/1675/77 (COM(77)479 FINAL)
Submission of recommendations for Council Regulations: concluding the Agreement between the European Economic Community and the People's Democratic Republic of Algeria concerning the import into the Community of tomato concentrates originating in Algeria; concluding the Agreement between the European Economic Community and Turkey concerning the import into the Community of tomato concentrates originating in Turkey (1978).

R/2534/77 (COM(77)498 FINAL)
Proposal for a Council Regulation (EEC) on the opening, allocation and administration of Community tariff quotas for certain hand-woven fabrics, pile and chenille, falling within heading Nos. ex 50.09, ex 50.10, ex 55.07, ex 55.09 and ex 58.04 of the Common Customs Tariff.

Consultative documents

R/2480/77 (COM(77)476 FINAL)
Commission communication on youth employment.

European parliament president receives direct elections assurances

Emilio Colombo, president of the European Parliament with Dr David Owen, Secretary of State for Foreign and Commonwealth Affairs. Mr Colombo visited the UK on 17 and 18 November. During his visit, Mr Colombo held talks with Frank Judd, Minister of State at the Foreign and Commonwealth Office who has special responsibility for European affairs. Mr Judd assured Mr Colombo that there was a real political commitment by the Prime Minister to go ahead with legislation for direct elections and that the government was using its best endeavours to meet the target date of May/June 1978.

R/2517/77 (COM(77)535 FINAL)
Proposal for a transfer of appropriations between chapters of the Council budget estimates for the 1977 financial year.
(COM(77)300 FINAL)
Communication to the European Council: Investment borrowing in the Community.

Exports of copper, lead and aluminium scrap to third countries

Publication of the EEC regulation establishing the quotas for exports in 1978 of copper, lead and aluminium scrap from the European Communities to third countries has been deferred until early in the new year. In order to avoid any interruption of trade in the meantime, an interim arrangement will cover exports during the first four months of 1978. Applications for export licences are now invited and will be considered for exports in the four months ending 30 April 1978 of the following materials:

1. copper ashes and residues (tariff heading ex 26.03) in the form of copper scale
2. copper and copper alloy scrap (tariff heading ex 74.01) in the forms of:
   - a enamelled copper hair wire
   - b contaminated nickel silver in the forms of:
     - (i) cutlery or tableware contaminated by plating or solder; or
     - (ii) electrical contacts, springs and valves contaminated by solder
   - c beryllium copper
3. aluminium scrap (tariff heading ex 76.01)
4. lead scrap (tariff heading ex 78.01)

Applications should include details of type, value and destination and should be received in Export Licensing Branch, Department of Trade, 16/20 Great Smith Street, London SW1P 3DB by 9 December 1977. Any received after that date may be too late for inclusion in this allocation.

Alleged dumping of piezo-electric crystals from Japan

Information has been received by the European commission indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of mounted piezo-electric quartz crystals units (CCT No. ex 85.21 C) originating in Japan and that this is causing injury to a community industry.

In conjunction with the member states, the commission has accordingly begun examination of the matter at community level in accordance with Council Regulation (EEC) No 459/68 of 5 April 1968 on protection against dumping or the granting of bounties or subsidies by countries which are not members of the European Economic Community, as amended by regulations (EEC) 2011/73 and (EEC) 1411/77.

Those interested should, within 30 days from 12 November 1977, make known their views in writing, in particular by replying to the questionnaire addressed to the parties known to be concerned and by providing supporting evidence.

Any information should be sent, in writing, to the Commission of the European Communities, Directorate-General for External Relations, 200 rue de la Loi, B-1049 Brussels.

The commission will also hear parties directly concerned who so request when making known their views to the commission, provided they can show that they have an interest sufficient to entitle them to express their views more fully.

Inquiries: 01-215 5742.

EEC imposes special duty on Taiwanese nuts

For the first time the European commission has invoked article 1.(2) of regulation 459/68 and imposed a special duty of 15 per cent with effect from 11 November 1977 on imports into the community of the following products originating in Taiwan:

threaded or tapped nuts, of iron or steel, turned from bars, rods, angles, shapes, sections or wire, of solid section, of a hole diameter not exceeding 6 mm, falling within subheading ex 73.32 BI of the common customs tariff;

threaded or tapped nuts, or iron or steel, separately consigned, of a hole diameter not exceeding 10 mm, falling within subheading ex 73.32 BII of the common customs tariff.

Regulation 459/68 allows special measures to be taken against non-Gatt countries such as Taiwan.

This special duty which is in addition to the normal customs duties was imposed because it was found that the Taiwanese had broken their undertaking not to increase their export prices to the community. The Taiwanese had given the undertaking during the course of an anti-dumping investigation which the commission had opened in August 1976 after receiving complaints from European producers.

Inquiries: 01-215 5759.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other members states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/409.

Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Processed agricultural products. Regulation (EEC) 2389/77 determining the amounts of the variable components, compensatory amounts and additional duties applicable from 1 November 1977 to 31 January 1978 inclusive, on the importation of goods covered by Regulation (EEC) 1059/69 (*Official Journal* L280, 1 November 1977).

Seeds. Decision 77/689/EEC authorising the UK to permit temporarily the marketing of common wheat seed (*Triticum aestivum L*) not complying with requirements of directive 66/402/EEC (*Official Journal* L284, 8 November 1977).

Fruit and vegetables. The *Official Journal* L285, 9 November 1977 contains the texts of the following regulations:

Regulation (EEC) 2448/77 laying down conditions for the disposal of oranges withdrawn from the market to the processing industry and amending regulation (EEC) 1687/76.

Regulation (EEC) 2449/77 fixing the minimum price for selling blood oranges withdrawn from the market to processing industries.

Regulation (EEC) 2450/77 amending regulations (EEC) 1559/70 (EEC) 1562/70 and (EEC) 55/72 laying down conditions for the disposal of fruit and vegetables withdrawn from the market.

Regulation (EEC) 2451/77 amending regulation (EEC) 609/77 applying quality class III to certain fruit for the 1977/78 marketing year.

Oils, fats and oilseeds. Regulation (EEC) 2491/77 amending regulation (EEC) 3423/73 on detailed rules for granting subsidies for olive oil (*Official Journal* L288, 12 November 1977).

Imports from non-member states

The *Official Journal of the European Communities* L288, 12 November 1977 contains the texts of the following decisions:

Decision 77/700/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to knitted or crocheted jerseys, pullovers, slip-overs, twin-sets, cardigans, bed-jackets and jumpers, other than of silk, of noil or of other waste silk or of flax or ramie, falling within heading ex 60.05 of the common customs tariff, originating in Romania and in free circulation in the other member states.

Decision 77/701/EEC authorising the UK not to apply community treatment to cotton yarn falling within heading 55.05 of the common customs tariff, originating in Brazil and in free circulation in Germany.

Decision 77/702/EEC authorising France not to apply community treatment to radio receivers, whether or not combined with a sound recorder or reproducer, falling within subheading 85.15 A III of the common customs tariff, originating in Japan and in free circulation in the other Member States.

Decision 77/703/EEC authorising France not to apply community treatment to garments falling within heading 61.01, 61.02, or 61.03 of the common customs tariff, originating in Poland and in free circulation in the other Member States.

Exporting to western Europe
Switzerland
Denmark
Netherlands
Sweden

Trade and Industry special report

'Exporting to Western Europe 1977' is the title of a special conference organised by the British Overseas Trade Board to be held at the Wembley Conference Centre next Tuesday. To mark the event, this week's issue of *Trade and Industry* looks at the statistical trends in our trade with western Europe (see page 2); describes the range of government services available to exporters (page 4); profiles four British companies active in the market (page 7); and discusses the problems and prospects of exporting with the chairman of BOTB's European Trade Committee, Sir Derek Ezra (page 6).

Iceland
Norway
Sweden
Finland
Denmark
Irish Republic
United Kingdom
Netherlands
Belgium
Luxembourg
West Germany
France
Switzerland
Austria
Italy
Yugoslavia
Portugal
Spain
Greece
Turkey
0 200 400 600 800 Kms
0 100 200 300 400 500 Mls

Britain's most important market

'Exporting to Western Europe 1977' marks the conclusion of the series of regional export dynamic conferences held by BOTB throughout Britain during the past two years by putting the emphasis on Britain's most important market. The conferences have brought together knowledgeable and influential people to exchange views on profitable exporting and to offer constructive advice or comment on mutual problems.

Next week's event will be opened by Sir Frederick Catherwood, chairman of BOTB, and chaired by Sir Derek Ezra, BOTB member and chairman of the European Trade Committee. Secretary of State for Trade, Edmund Dell, will speak at the luncheon (see the programme below).

Case studies on four firms who have experienced and overcome some of the practical problems of exporting to western Europe will be the principal feature of the conference (see pages 7 and 8). The firms chosen reflect four product groups: consumer durables (Bevan Funnell Ltd, Newhaven, Sussex); consumer goods (Marks and Spencer Ltd, London); capital goods (Colt International Ltd, Havant, Hants); components (Hamworthy Engineering Ltd, Poole, Dorset).

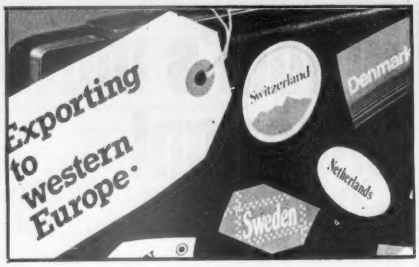
Professor Robert McKenzie will introduce the case studies with full audio-visual back-up and each presentation will be followed by ample opportunity for discussion and questions from the floor. The case studies will bring out the different problems encountered by the individual exporter and how they were overcome. They will also highlight problems experienced by exporters in every field.

Tickets for the conference are still available from Brian Cowie, tel. 01-215 4075. The price (£35) includes coffee, luncheon, tea and full conference briefing on western Europe.

Programme of events

Tuesday 29 November

08.45	Delegates assemble and register *Coffee*
09.30	Sir Fred Catherwood, chairman BOTB, opens conference
09.45	Case study: Hamworthy Engineering
10.30	*Break*
10.45	Case study: Bevan Funnell
11.30	Case study: Marks and Spencer
12.15	*Pre-lunch drinks*
12.45	*Luncheon*: speech: Secretary of State for Trade
14.15	Case study: Colt International
15.00	Plenary session
16.00	Wind-up speech: Sir Derek Ezra
16.15	*Tea*



The links get stronger

There has been a distinct shift in the pattern of British overseas trade towards western Europe. But more than the geography has changed, Frank Herron, economic adviser at the Department of Trade, examines some of these trends.

One of the prominent changes taking place in the pattern of Britain's overseas trade has been the strengthening of our trading links with western Europe. Interestingly this is not a direct result of our accession to the European community in 1973: well before that (see below), the share of our total exports going to Europe was steadily increasing. From 34 per cent in 1960 it rose to 46 per cent a decade later and by 1976 over half (52 per cent) of our exports were going to western Europe, with the EEC accounting for well over a third.

The pattern of our imports has changed likewise. In 1960, 31 per cent came from western Europe and by 1976 this had risen to 51 per cent, some 37 per cent coming from the EEC alone. Some of this is undoubtedly attributable to the growing importance of the EEC as a supplier of our foodstuffs but the increased importance of western Europe as a trading partner is also evident when trade in food is excluded.

The importance of manufactures

On top of the geographical shift, our overseas trade, both in total and with western Europe, has changed in composition. In 1960, our total imports of non-manufactures from western Europe, like foodstuffs and raw materials, were running at approximately the same level as imports of manufactures. Over the years this has changed, so that by last year imports of non-manufactures from western Europe had fallen to under a third of the total by value while imports of manufactured goods had risen to over two thirds.

By comparison, the composition of our exports has remained more stable. In 1976 approximately 80 per cent of our total exports to western Europe were manufactures compared with three-quarters in 1960.

In other words, although no longer the exclusive 'workshop of the world', we remain primarily the exporter of manufactures which the industrial revolution made us. Since our exports are still predominantly manufactures, it follows that the healthiness of our trade must be crucially dependent upon the performance of our manufacturing industry. This dependence is even more marked in our trade with western Europe since not only has our trade as a whole shifted towards Europe, our trade in manufactures has shifted even more so. In 1960, western Europe took over a quarter of our total exports of manufactured goods (see opposite). By 1976, this had risen to a half. But on the other side of the coin, in 1976 no less than 64 per cent of our total imports of manufactures came from western Europe as against 42 per cent in 1960. The continued preponderance of manufactures in our total exports and the increasing prominence of manufactures in our total imports makes this part of the trade balance particularly interesting and important.

Comparing the European performance

But when considering the trend of our trade in manufactures with western Europe, it is also illuminating to compare our trading performance there with our performance against other developed countries of the world. Though we are far from doing as well as we would like, the figures suggest that the trend of our trade in manufactures with western Europe in recent years compares relatively well with our trade elsewhere. In 1974, exports of manufactured goods (valued fob) to western Europe were 9 per cent less than the value of our imports of manufactures (cif) from them: whereas with the rest of the developed world, the value of our exports of manufactures was 15 per cent above the value of manufactured imports.

In the first three-quarters of this year, the position had been strikingly reversed. In our trade with western Europe, exports slightly exceeded imports of manufactured goods in value. In trade with the rest of the developed world, our exports of manufactured goods were 5 per cent below our imports of manufactured goods in value. Ever since accession to the community, our relative trade performance with western Europe in manufactured goods has been steadily improving – relative, that is, to the rest of the developed world.

In the first three-quarters of this year our total exports of manufactures to western Europe were 36 per cent higher than in the same period last year and exports of some products have risen by even more. Some of these have lain within areas of traditional skill, clothing (48 per cent increase), wood manufactures (56 per cent) and, in light engineering, cycles (81 per cent).

We have also been successful in other areas where consumers' brand preferences and product identification have been less of a

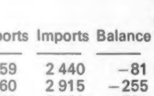
UK's balance of trade with western Europe 1970-77

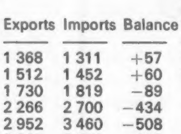
£ million overseas trade statistics basis

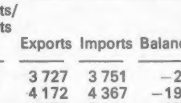
	EEC (8)				Rest of western Europe				Total western Europe			
	Exports	Imports	Balance	Exports/ imports %	Exports	Imports	Balance	Exports/ imports %	Exports	Imports	Balance	Exports/ imports %
1970	2 359	2 440	−81	97	1 368	1 311	+57	104	3 727	3 751	−24	99
1971	2 660	2 915	−255	91	1 512	1 452	+60	104	4 172	4 367	−195	96
1972	2 940	3 520	−580	84	1 730	1 819	−89	95	4 670	5 340	−670	87
1973	4 034	5 206	−1 172	77	2 266	2 700	−434	84	6 300	7 906	−1 606	80
1974	5 516	7 713	−2 197	72	2 952	3 460	−508	85	8 469	11 173	−2 704	76
1975	6 417	8 786	−2 369	73	3 369	3 571	−202	94	9 786	12 357	−2 571	79
1976	9 168	11 385	−2 217	81	4 272	4 577	−305	93	13 440	15 962	−2 522	84
1977 1st 3 qtrs	8 964	10 460	−1 496	86	4 228	4 123	+105	103	13 192	14 582	−1 390	90

UK exports: a steady increase to western Europe

Percentages	1960	1970	1976
Western Europe	**34**	**46**	**52**
EEC (8)	22	29	36
Rest of western Europe	12	17	16
Rest of world	**66**	**54**	**48**
Commonwealth	34	20	15
Other	32	34	33
United States	14	12	10
Oil exporters	7	6	12
Other	45	36	26

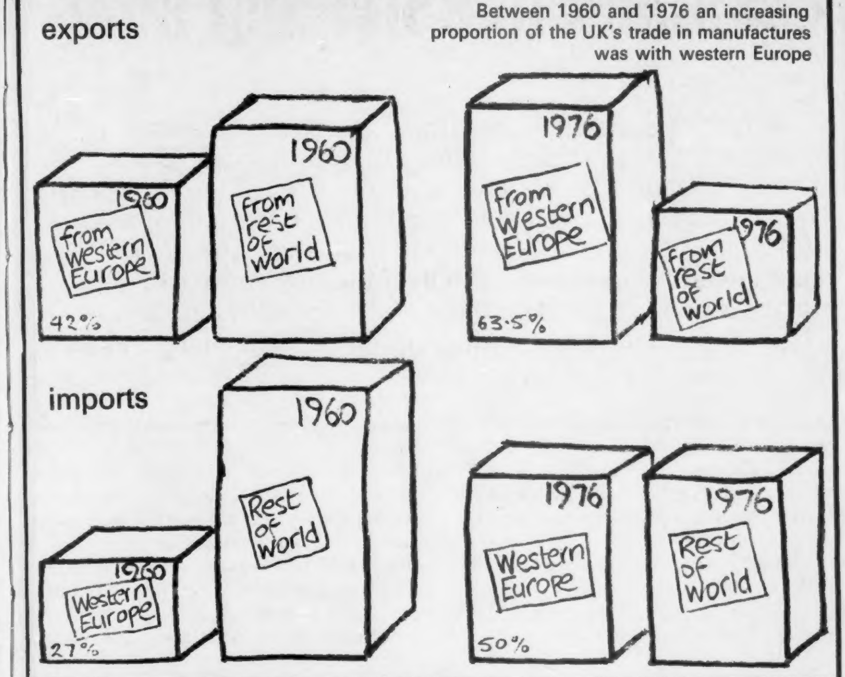






The shift in manufactures

Between 1960 and 1976 an increasing proportion of the UK's trade in manufactures was with western Europe



selling point, indicating that we are capable of competing in the toughest kinds of market place. For example, our sales of fertilisers rose by 78 per cent, refrigerating equipment by 65 per cent and insulated wires and cables by 80 per cent.

It now remains for us to further strengthen our performance in manufactured goods, not only because of this contribution to the overseas trading accounts, but also because of the opportunity this would provide for raising the level of employment.

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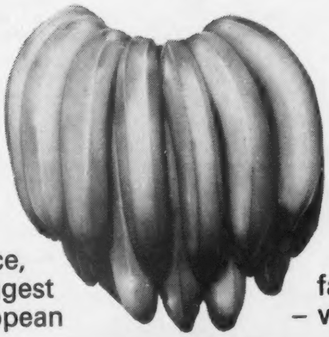

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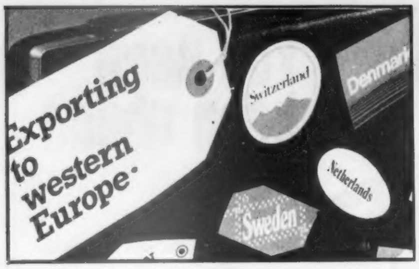

Government's helping hand

Government assistance for British exporters to western Europe comes principally from four sources: the British Overseas Trade Board's area advisory group, the European Trade Committee, makes an important contribution, as does BOTB itself and both are supported in their efforts by commercial officers in Britain's embassies and high commissions; and finally there is the Export Credits Guarantee Department with its range of financial services.

Since it is generally agreed that if the UK cannot beat the competition from the French and Germans in their own market we cannot succeed elsewhere in the world, the policy of BOTB for the foreseeable future will be to bend all its efforts to penetrating the west European market. Leading this drive is the European Trade Committee, the first area advisory group to be formed by BOTB in 1972 under the chairmanship of Sir Derek Ezra, chairman of the National Coal Board, who is still its chairman today.

The ETC is an important element in BOTB's network of area advisory groups and deals with this diverse market, which, as we have seen, takes over 50 per cent of Britain's foreign trade; and it was ETC which took the initiative in mounting next Tuesday's conference on exporting to western Europe as a contribution to the series of export dynamic conferences which BOTB has organised through the UK.

How then does ETC contribute to the export effort in western Europe? Basically it provides a forum for the exchange of ideas between government and industry and a two-way flow of advice. Industry looks on ETC as a means of making its views known to ministers through BOTB, while it falls to BOTB to publicise the plans and achievements of the industrial strategy, and to ensure that all firms are given an opportunity to take advantage of the prospects which have been identified in the market, and of the services which are available in the UK.

ETC itself is composed of industrialists drawn from a broad spectrum of commerce and industry – from capital goods to consumer goods, and from components to invisibles. Designated members of the committee undertake responsibility for trade with individual countries in western Europe, and maintain contact with commercial staff at British embassies and consulates in western Europe either by making special visits or by contact in the course of their own business activities overseas. In this way their advice is made available to the commercial teams in posts who have to determine what products to recommend to British industry as having growth prospects in their markets.

Another important aspect of ETC's work is to provide advice to BOTB in the UK from its precise knowledge of a wide range of products, and of manufacturing problems in the UK. The committee is concentrating its attention on a number of product sectors identified by posts and agreed by industry as offering reasonable prospects for growth in western Europe.

ETC has delegated responsibility for promotional activity in this field to four specialist product groups headed by industrialists (see below). The members of the product groups have been invited to represent their industries and provide direct links to federations, trade associations and export groups concerned with the specialist sectors. The

ETC's product groups and their chairmen

Capital goods	Mr B. N. Preston, director, Stone Manganese Marine
Consumer goods	Mr E. Rayne, managing director, H and M Rayne Ltd
Consumer durables	Mr F. J. Briggs, deputy chairman, Norcros Ltd
Components	Mr R. Bate, Renold Ltd

BOTB's range of services . . .

If you cannot find a way through the export maze, or if you cannot decide on the best market, perhaps the British Overseas Trade Board with its comprehensive range of services to exporters can be of help. Backed by commercial officers in Britain's embassies and high commissions, the board's export service officers can help to identify export opportunities and to find a buyer. They can also supply full background marketing information. Advice is available from a network of BOTB offices in most cities (see below).

BOTB can provide up-to-date details of tariffs and other legislation affecting any given product. The Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU, has 80 000 volumes of essential market information, while the Technical Help to Exporters service provides details of technical regulations affecting major markets overseas. Up-to-date information on sales opportunities and market conditions abroad is available to subscribers to the Export Intelligence Service (see *Trade and Industry*, 28 October 1977).

BOTB also has export market research scheme to advise and help financially in setting up professional market research studies in foreign countries.

Every month, BOTB helps groups of exporters exhibit in trade fairs throughout the world. These have proved again and again to be useful market places for British products.

BOTB's local offices are as follows:

London 01-248 5757, **Birmingham** 021-632 4111, **Manchester** 061-236 2171, **Leeds** 0532-443171, **Newcastle** 0632-24722, **Nottingham** 0602-56181, **Bristol** 0272-291071, **Glasgow** 041-248 2855, **Cardiff** 0222-62131, **Belfast** 0232-34488.

. . . and ECGD's financial services

UK exporters are served by the Export Credits Guarantee Department in two main ways: first, it insures them against the risks of non-payment whether because of the default of the buyer or through other causes such as restriction on the transfer of currency; second, as a supplement to this basic insurance cover, ECGD may be able to give unconditional guarantees of 100 per cent repayment to the banks; on the security of these guarantees the banks are able to provide finance at favourable rates of interest.

Wholeturnover cover

Normally an exporter offers all his exports to ECGD for insurance against 90 per cent of loss arising from the buyer risks of insolvency or default, and 95 per cent from the country risks such as exchange difficulties. The basic guarantee is designed for goods or services on payments terms of six months or less. A supplemental 'extended terms' guarantee is available for exports such as production-line engineering goods sold on up to five years' credit.

Capital goods

Capital goods are covered by ECGD on a one-contract-one-policy basis. Contracts with a value of £1 million or more are often financed under buyer credits – ECGD-guaranteed loans by UK banks to overseas borrowers covering up to 85 per cent of the contract value. For cash or short-term credit contracts worth £1 million or more ECGD may be able to support the issue of performance and other bonds.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are also regional offices, with responsibility for the day-to-day contact with exporters in:

Central London 01-437 2292, **North London** 01-808 4570, **South London** 01-686 9921, **Belfast** Belfast 31743, **Birmingham** 021-233 1771, **Bristol** Bristol 299971, **Cambridge** Cambridge 68801, **Glasgow** 041-332 8707, **Leeds** Leeds 450631, **Manchester** 061-228 3621.

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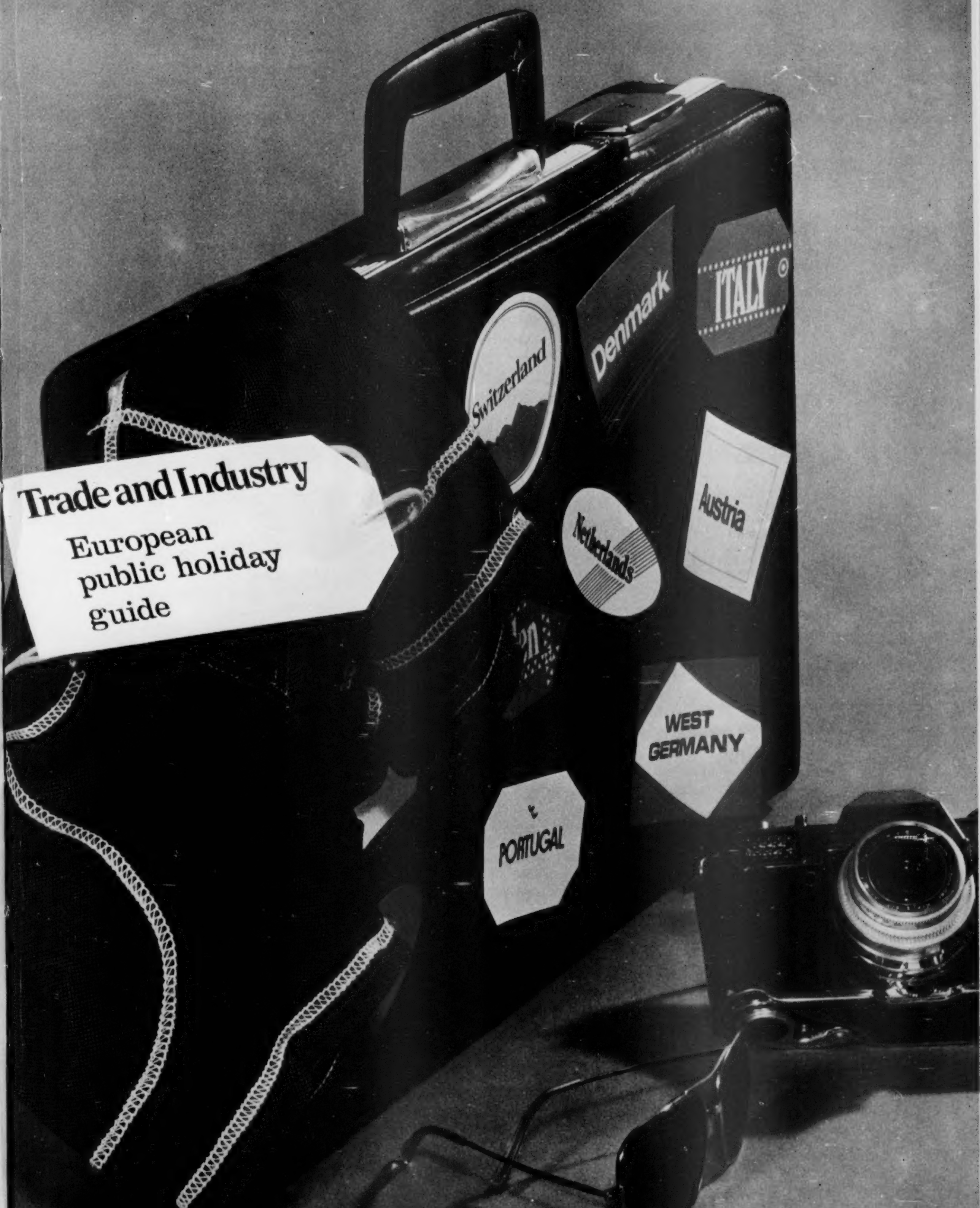
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Public holidays in the EEC member countries, Efta member countries and the three EEC applicant countries

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1978

		Austria	Belgium	Denmark	Eire	Finland	France	W. Germany	Greece
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	23 Thurs			■					
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a Half-day.
b In some or all of the following Catholic länder: Baden Wurttemberg, Bavaria, Hesse, Saarland, North Rhine-Westphalia, Rhineland-Palatinate.
c Subject to confirmation.
d Unofficial holiday.
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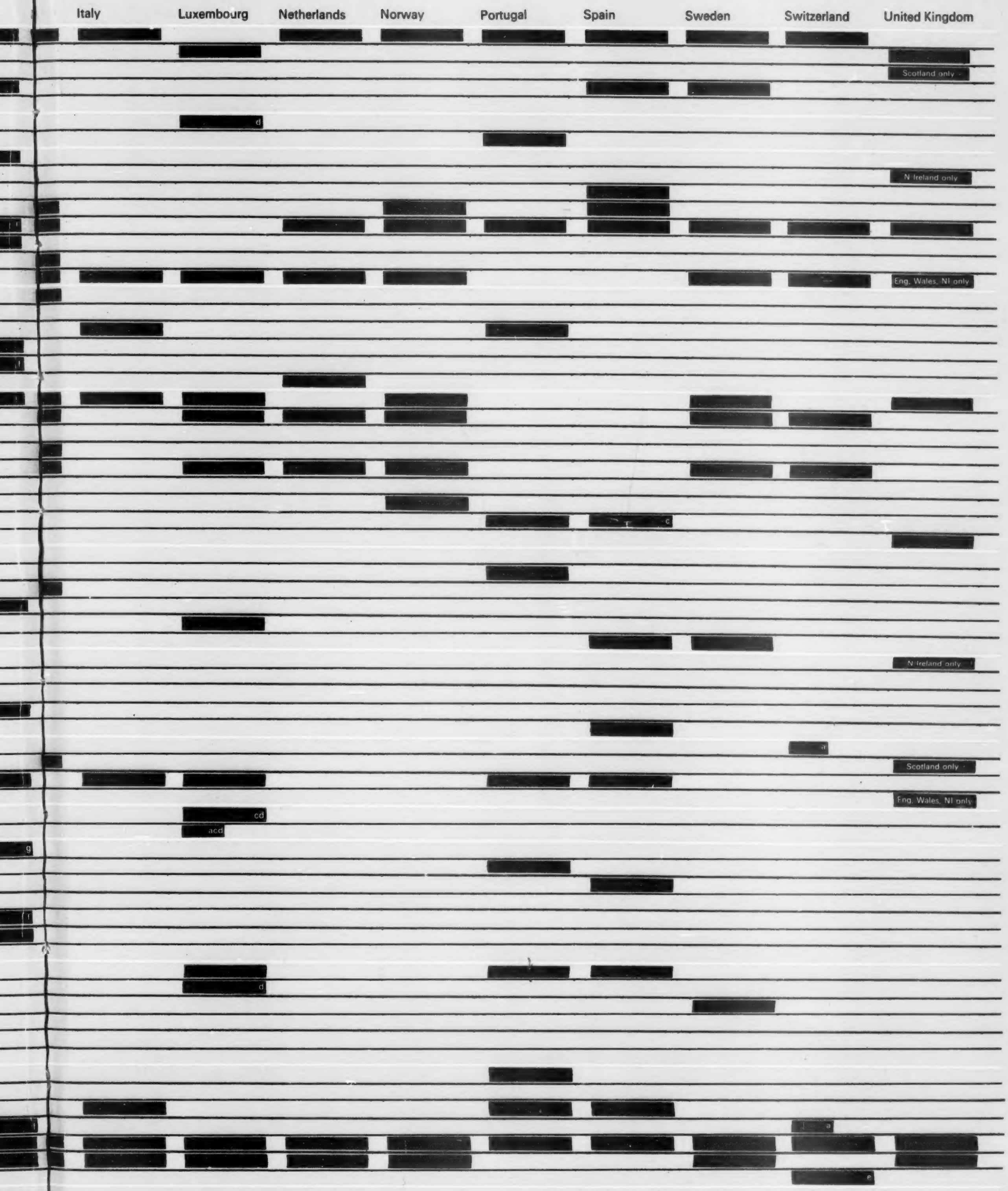

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London Office, Gillett House, 55 Basinghall Street, London EC2V 5DN. Telephone: 01-606 9911. Ext. 3186
Midland Regional Office, Camden House West, 9 Parade, Birmingham, B1 3PY. Telephone: 021-233 2645.
Northern Regional Office, Midland Bank Chambers, 47 Market Street, Bradford, West Yorks BD1 1LP. Telephone: (0274) 392499.

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AUSTRIA: British Embassy Reisnerstrasse 40, 1030, *Vienna. Tel 731575/9; telex 13410 and 12810, a/b* BRITEM A.

BELGIUM: British Embassy, Britannia House, Rue Joseph II 28, 1040 **Brussels.** Tel 2191165, telex 23462 *a/b BRITEM B.*

Antwerp: British Consulate-General, Haven-building, *Postbus No. 6, Van Schoonbekeplein 6, B-2000 Antwerp.* Tel (031) 326940, 328829, 321698.
Brussels is the main commercial post and central point for British trade promotion work in Belgium. Antwerp has only limited facilities.

DENMARK: British Embassy, 36-40 Kastelsvej, DK-2100 **Copenhagen O.** Tel (01) 14 46 00, telex 19908 a/b 19908 BRIEMB DK.

There is also an honorary consul in the **Faroe Islands** *at Torshavn who sees British business visitors:*
British Consulate, Yviri vid Strand 17 (PO Box 49) DK—3800, **Torshavn,** Faroe Islands. Tel Bryggjan 13510, telex 81258 a/b MARRCO FA.

FINLAND: British Embassy, Uudenmaankatu 16-20, **Helsinki 12.** Tel 12574, telex 121122 a/b UKHKI SF.

FRANCE: British Embassy, 35 Rue du Faubourg St Honore, **75008 Paris.** Tel 266-91-42, telex 650264 a/b INFORM PARIS.

Bordeaux: British Consulate-General, 15 Cours de Verdun, 33081 Bordeaux Cedex. Tel 52-28-35/6, telex 570440 a/b BRITAIN BORDX.

Lille: British Consulate-General, 11-13-15 Square Dutilleul (Boite Postal 3477), 59019 Lille Cedex. Tel 573549 and 570177, telex 820669 a/b 820669 BRITAIN LILLE.

Lyons: British Consulate-General, 24 Rue Childebert, 69 288 Lyon Cedex 1, Rhone. Tel 375967/8, telex 8022-330254 a/b BRITAIN LYON.

Marseilles: British Consulate-General, 24 Avenue du Prado, 13006 Marseilles 6e (Bouches du Rhonee). Tel (91) 534332, telex 420307 a/b BRITAIN MARSL.

Strasbourg: British Consulate-General, 10 Rue du General de Castelnau, 67007 Strasbourg Cedex. Tel 88-366491, telex 870995 a/b BRISTRA STRBG.

GERMANY, FEDERAL REPUBLIC OF: British Embassy, 35 **Bonn,** Friedrich-Ebert Allee 77. Tel 234061, telex 886887, 8869561 a/b BRI D.

Berlin: British Consulate-General, Berlin 12, Uhlandstrasse 7/8. Tel 3095295, telex 184268 a/b UKBLN D.

Dusseldorf: British Consulate-General, 4 Dusseldorf, Nordsternhaus, Georg-Glock-Strasse 14. Tel 434281-5, telex 8584855 a/b 8584855 COM D.

Frankfurt: British Consulate-General, 6 Frankfurt, Bockenheimer Landstrasse 51-53. Tel 720406, telex 414932 a/b UKFFT D.

Hamburg: British Consulate-General, Hamburg 13, Harvestehuderweg 8a. Tel 446071/5, telex 213562 a/b BRHBG.

Hanover: *British Consulate-General, Hanover, Uhlemeyer* Strasse 9 and 11. Tel 327641/5, telex 923263 a/b BCGHN D.

Munich: *British Consulate-General, 8 Munich 40,* Amalienstrasse 62. Tel 394015/9, telex 529959 a/b UKMUN D.

Stuttgart: *British Consulate-General, 7 Stuttgart,* Kriegsbergstrasse 28. Tel 293216/8, telex 722397 a/b 722397 UKST D.

GREECE: British Embassy, 1, Ploutarchou Street, **Athens** *139. Tel 736211 (10 lines), telex 216440 a/b* 216440 LION GR.

ICELAND: British Embassy, Laufasvegur 49, **Reykjavik.** Tel 15883/4, telex 2037 a/b 2037 UKREYK IS.

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ITALY: British Embassy, Via XX Settembre 80A, I 00187 **Rome.** Tel 4755551-5, Telex 8023-61049 a/b 61049 PRODROME.

Milan: British Consulate-General, Via San Paolo 7, I-20121 Milan. Tel 803442-6, Telex 8023-31528 a/b 31528 BRITAIN.
Milan is the main commercial post and central point for British trade promotion work in Italy.

Florence: British Consulate, Palazzo Castelbarco Lungarno Corsini 2, I 50123 Florence. Tel 263556, telex 57270 a/b 57270 BRITAIN.

Genoa: British Consulate-General, Via XII Ottobre 2, I 16121 Genoa. Tel 564833, telex 27689 a/b 27689 BRITAIN.

Naples and Bari: British Consulate-General, Via Francesco Crispi 122, 1-80122 Naples. Tel 209227, 663320 and 682482, telex 71330 a/b 71330 BRITAIN.

Palermo: British Consulate, Palazzo Vassallo, Via Marchese di Villabianca 9, I 90143 Palermo. Tel 253364-6, telex 91111 a/b 91111 BRITAIN.

Turin: British Consulate, Corso Vittorio Emanuele 1 (Angolo Corso Massimo d'Azeglio), I 10125 Turin. Tel 657676/7, telex 8023-23464 a/b 23464 BRITAIN.

Venice: British Consulate: Postal address – PO Box 679, 30100 Venice; callers – Accademia Dorsoduro 1051 30123 Venice. Tel 27408, telex 41283 a/b 41283 BRITAIN.

LUXEMBOURG: British Embassy, 28 Boulevard Royal, **Luxembourg.** Tel 29864/66, telex 3443 a/b 3443 PRODRO LU.

NETHERLANDS: British Embassy, Lange Voorhout 10, **The Hague.** Tel 645800, telex 31600 a/b 31600 BEMB NL.

Amsterdam: British Consulate-General, Johannes Vermeerstraat 7, Amersterdam. Tel 739143 (4 lines), telex 15117 a/b 15117 UKAMS NL.

NORWAY: British Embassy, Thomas Heftyesgate 8, **Oslo, 2.** Tel 563890/7, telex 11575 a/b 11575 UKOSL N.

Bergen: *British Consulate, Slottsgaten 1, 5015 Bergen.* Tel 217033, telex 42660 a/b 42660 UK BGN N.

PORTUGAL: British Embassy, Rua de S. Domingos a Lapa 35-39, **Lisbon 3.** Tel 661191/5, telex 12278 a/b 12278 PROLIS P.

SPAIN: *British Embassy, Calle de Fernando el Santo 16,* **Madrid 4.** Tel 419-0200/12, telex 27656 a/b 27656 INGLAE.

Algeciras: *British* Consulate General, Avenida Francesco Franco II. Tel 661600, 661604.

Barcelona: *British Consulate-General, Edificio Torre de* Barcelona, Avenida Generalisimo Franco 477 (13 Floor), Apartado de Correos 12111, Barcelona 11. Tel 259 1601, 239 1300, *telex 52799 a/b* 52799 BRBAR E.

Bilbao: British Consulate-General, Alameda Urquijo 2-8, Bilbao 8. Tel 4157600, 4157711, 4157722, telex 32446 a/b 32446 BRBIL.

Vigo: British Vice-Consulate, Plaza de Compostela No. 23 (6°), *(Apartado 49), Vigo. Tel.* 211450.

Las Palmas: British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones, 33 (PO Box 2020), Las Palmas, Gran Canaria, Canary Islands. Tel 262508, telex 95276 a/b 95276 BRTLP(E).

SWEDEN: British Embassy, Skarpogatan 6-8, S-115 27 **Stockholm.** Tel 670140, telex 19340 a/b 19340 BRITEMB S.

Gothenburg: British Consulate-General, Götgatan 15, S-411 05 Gothenburg. Tel 136277, telex 20041 a/b BRITAIN S.

Malmo: British Consulate, Lilla Nygatan 11, S-211 38 Malmo. Tel 126625.

SWITZERLAND: Directorate of British Export Promotion in Switzerland: British Consulate-General, Dufourstrasse 56, 8008 **Zurich.** Tel (01) 47 15 20/6, telex 54260 a/b 54260 UKZUR CH.
Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.

Berne: British Embassy, Thunstrasse 50, 3005 Berne. Tel (031) 445021/8, telex 32687 a/b 32687 UKBNE CH.

Basle: British Consulate, PO Box No. 851, Rittergasse 35, 4001 Basle. Tel (061) 235843, telex 62959 a/b UKBAL CH.

Geneva: British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1211 Geneva 20. Tel (022) 343800, 332385, telex 22956 a/b 22956A (or B) UKGV CH.

TURKEY: British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, **Ankara.** Tel 274310/5, telex 42320 a/b PROD TR.

Istanbul: British Consulate-General, Tepebasi, Beyoglu, Istanbul. Tel 447540, telex 22298 a/b BRIT TR.

YUGOSLAVIA: British Embassy, 46 Generala Zdanova 11000 **Belgrade.** Tel 645055, telex 11468 a/b 11468 YU PROBEL.

Zagreb: British Consulate-General, Ilica 12 (PO Box 454), 41001 Zagreb. Tel 445-522, 413-819 (Commercial section), telex 21309 a/b 21309 YU BR ZAG.

committee also has a direct link with the Committee on Invisible Exports through Mr Hellmuth, who is chairman of COIE's West European Committee.

On-the-spot advice overseas

Where do the posts overseas come in? Above all, the staff of the commercial team in a British post overseas provide an unrivalled source of expert knowledge of local contacts, of special market problems and do's and don'ts. The team is headed by a commercial counsellor and staffed in part by personnel who have established their career and home in the market, and in part by the members of the foreign service who move after three or four years in a post.

This combination provides the visiting businessmen with an expert mix of technical knowledge, command of the local language and the wide experience of the foreign service personnel, who visit the UK frequently in the course of their career and are acquainted with UK manufacturing problems and the broad picture of the export situation.

The diplomatic service posts are in the business of providing commercial intelligence and advice, much of which is distributed daily on a highly selective basis to some 7400 subscribers to the Export Intelligence Service mentioned on page 4. They are responsible for information on overseas tariffs and import regulations and for the collation of data and market intelligence which is written up into market pointers and full market reports.

They can give the visitor a general background to trading in the market, they are available for consultation on the best method of distribution or transport to the market and they will make a range of useful introductions; they will put the visitor in touch with lawyers and other experts, and give them practical help when particular problems or difficulties arise involving government or commercial organisations.

The staff of the post cannot actually sell the company's products, but they can go a long way in difficult markets in providing the helping hand that makes an order possible and a friendly face in a strange situation.

Exporting to western Europe
Switzerland
Denmark
Netherlands
Sweden

Making a systematic approach

Sir Derek Ezra, chairman of the British Overseas Trade Board's European Trade Committee, discusses the problems and prospects of exporting to western Europe with Geoff Heaford of *Trade and Industry*.

Sir Derek, looking at the last four years' trading figures there appears to have been a significant improvement in our trade with western Europe. How much of this would you attribute to our membership of the EEC?

You are quite right in saying there has been an improvement in our trade, it is a steady upward trend which for the moment shows all signs of continuing. Our membership of the EEC is effectively a recognition of the much more important role we now have to play in Europe. In trading terms more than half all our visible trade is done with western Europe and a third of all our visible trade in the world is done with the EEC. So it was quite obvious to those of us concerned with industrial and trading matters in this country in particular that membership of the EEC was essential, and was a recognition of the much greater importance in economic and industrial terms of western Europe to us.

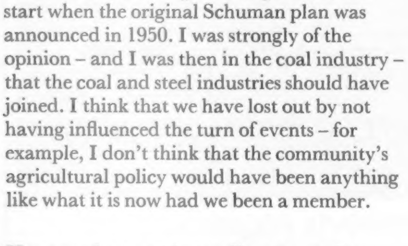
Do you feel that British industry lost out at all by having to wait until 1973 to join the EEC?

Oh I do indeed. I was one of those who felt that we should have gone in right from the start when the original Schuman plan was announced in 1950. I was strongly of the opinion – and I was then in the coal industry – that the coal and steel industries should have joined. I think that we have lost out by not having influenced the turn of events – for example, I don't think that the community's agricultural policy would have been anything like what it is now had we been a member.

Have we lost out in trading terms?

Yes, I would say we probably have, although it is more difficult to be precise here. I say that because during the community's early days when we were not a member there was an enormous growth of internal trade between the then member countries and we certainly were on the outside of that. I think that had we been in we would have shared in some of the growth.

'I don't think we underestimate any market'.



From next January the remaining tariffs between us and the EEC disappear, although, of course, industrial tariffs went in July. Do you expect this final end of transition to have an effect on our trade with the community?

I don't think it will have a dramatic effect because effectively there are no tariffs between us now. What remains to be removed is very small – as far as the visible tariffs are concerned. But of course there are a lot of non-tariff barriers, so-called invisible tariffs, which have still to be dealt with and one of the objectives of British industry must be to identify these non-tariff barriers, to put them in order of priority and to see that they are progressively eliminated. This is going to be the remaining barrier to trade, not only affecting us of course but all the members of the community. As far as the tariff barriers are concerned we are effectively trading in a non-tariff area now.

Because of its economic strength West Germany is an obvious target for our exporters. What do you feel is the most underestimated market in western Europe?

I don't think we underestimate any market. I have spent my time going round the different countries combined with my own main business which takes me there anyway and I find that great efforts are being made in all the different countries. Obviously the intensity of the effort must vary according to the potential of the market and we are unlikely, for example, to be putting quite the same degree of effort into a smaller market like Austria as into a very much bigger one like Germany. But Austria and Germany are very similar markets: the problem about a market like Austria is that it is very much dominated by Germany and the size of the market is much smaller. Now all these things have got to be taken into account, but my view all along has been that effort must be applied according to the size of the market potential and I believe that, generally speaking, that is being done.

The conference next week proposes to look at the practical problems of exporting to western Europe. Is it possible to generalise on the main problems of the exporter or do they vary from country to country?

I believe there are some main problems. And I think that one of them is that we really must recognise that any expansion of our exports has got to be a part of a continuous, determined, long-term effort. It is no good having the occasional spurt. It has got to be based on proper market surveys, on a full knowledge of the nature of the market and the problems of facing each market, which are still considerable even though a lot of us are part of the European community. This depends upon having an expert sales force, making regular visits, the selection of effective agents or having one's own sales organisation in the country concerned. All this must be part of a long-term plan, backed by sustained effort. So the answer is that we could make very much more of this market if more firms did what many are already doing: looking upon market expansion in Europe as part of a long-term process, just as they would look upon the development of the UK market for their product.

Do you think we suffer from a basic disadvantage as an 'offshore island'?

No. I think it cuts both ways. Penetration of the UK market also has to cross the Channel. But I think that today with modern methods of transport this is not really a problem. The real problem is that we have got to put the same effort into developing the Continental markets as we develop our own. That is the issue.

Is it going to be more difficult for the exporter now that the pound is being allowed to float upwards?

In some ways of course it obviously strengthens our position because it means that the price of raw materials of which we still import a substantial quantity will move in our favour. It will have a positive impact upon inflation which in turn should reduce the cost of goods manufactured in this country. On the other hand one must admit that if sterling rises substantially and the inflation rate also continues to rise then there could be a long-term disadvantage for the exporter, and I think that most exporters would feel that they would like to see a degree of stability in the rate of the currency compared with the currencies of countries where they sell their goods. But there is one important aspect which really is almost more fundamental than the movements in the rate of exchange and that is the quality of the goods, the reliability of the service. Experience in the world markets has shown that those countries, such as Germany in particular, which although high-priced can offer reliability and excellence, do very well, and we must bear that in mind very very strongly. Reliability and excellence are more important in very many cases than mere price.

Does the European buyer still look on the UK supplier as unreliable?
I would say to a declining degree. It is perfectly certain that a few years back we were with some justification regarded as unreliable. But there has been a welcome improvement. I think reliability has improved as people have taken this long-term view of exports which I keep mentioning. There is still of course criticism from time to time but our critics are certainly less vocal than they once were.

Do you think that the increased overseas confidence in Britain's economic recovery will have any effect on our trading?
Undoubtedly. I think that the view of Britain now as seen from abroad is that we have recovered with almost miraculous speed. I think people will be watching with great care how the present industrial relations situation and the problems of inflation are dealt with and we could well lose the opportunity which we have won through being unable to deal with our internal problems. But generally speaking at the moment I think that the standing of Britain in trading circles throughout the world is much higher.

Do you think that British exporters are making sufficient use of all the official facilities that are available?
They are making increasing use but not sufficient use, would be my answer to that. We have very extensive facilities available via BOTB in Export House, and in the regions, and, very importantly, our posts abroad are very knowledgeable about the markets which they serve. Then of course there is the Exports Credits Guarantee Department which is of considerable financial importance and its services also need to be made more widely-known. All these resources are available for the exporter, whether the established exporter who wants to expand his business or the new entrant into the export field. And I think one of the objectives we must set ourselves, and that will be one of the main objectives of the conference, is to make people aware of these facilities.

Do you see a future for west European joint ventures, not only in the high-technology areas such as aerospace but at all levels of industry?
Well, I think these things have got to be looked at on their merits. Obviously in the high-technology industries where vast sums of money are involved in research and development it is desirable to link up, and this should be one of the main benefits of our membership of the European community in industrial terms. But equally when you look at the other sectors of industry I think there could be plenty of opportunities. There could be marriages between manufacturers and distributors for example, for specific or general purposes. There could be marriages between manufacturers of similar goods who would combine to operate either in one or another's home market or in third markets. I think our approach to this must be one of extreme flexibility in the knowledge that this is now an evolving scene and that in western Europe we are operating from a much broader industrial base than we have ever done.

Exports of manufactured goods to the EEC increased by 46 per cent in 1976, but with no solid signs yet of the much predicted economic recovery, what are the prospects for future growth?
I believe that looking ahead to the next two or three years we shall see a slow improvement in the momentum of economic growth and therefore of trade between the various countries of western Europe and wider afield. The recovery from the recession of two years ago has indeed been slow. There was a false start and things slowed down. But the trends are still upward, if slowly. And this gives us a good opportunity for progressively increasing our trade share which indeed we have been doing this past year.

Finally, Sir Derek, what advice would you give the small manufacturer of, electronics or consumer goods looking at the European market for the first time?
The advice is that they have got to make a systematic approach. Once they make up their minds that they want to look at the export market the first thing to do is to get in touch with the British Overseas Trade Board to find out basically what the possibilities are: if they have no idea which market they want to penetrate first, they will get advice on that; if they have an idea, then they will get advice on that market; they will then be advised on how they can get market surveys done and on the contacts to be made in that country; and they will be advised on the sort of agents that might be of use to them, or on other methods of penetrating the market. Today we really have such an amount of expert advice to provide to exporters that they can start absolutely from scratch and, within a matter of weeks if they set their minds to it, they can have a pretty clear idea of what the prospects are. Then it is up to them to make the next move.

Experience to share

To conclude our special report we look at the profiles of the four companies chosen to present their experience of exporting to western Europe at next Tuesday's conference.

M & S sets bigger and better targets

Exporting is no new experience for Marks and Spencer. The company has over 30 years' experience, going back to special wartime exporting activities undertaken initially at government request. What started with modest activities in Commonwealth territories, such as Malta, Gibraltar and Cyprus, has grown into a worldwide activity currently supplying 39 countries.

Selling clothing, foods and other merchandise under the 'St Michael' trading mark, the group achieves almost 90 per cent of its turnover through its 252 stores in the UK, where its sales in the year ended 31 March 1977 totalled £955 million. Ninety-four per cent of the group's sales of goods, other than foods in the UK, came from UK manufacturers, representing £600 million of merchandise. In addition the group's operations in its own stores in France (two), Belgium (one) and Canada, where it now controls three chains having 178 stores, plus direct exports, gave rise to direct exports of UK manufactures of £40 million in the same period.

Over the last 10 years, total Marks and Spencer's exports have risen from £3.7 million to £40 million in 1976. The target for the current year is £65 million, and of this £44 million is represented by sales to other than the company's own stores in France, Belgium and Canada. The target for 1978 is £70 million.

Such a scale and pace of export growth, small as it may appear when set alongside the company's annual UK turnover which is in excess of £900 million, is nevertheless very significant in export performance terms.

Bevan Funnell, the 'family firm'

European homes are not only becoming the depository for many British antiques but are also providing an outlet for large quantities of reproduction furniture. One Newhaven-based firm, Bevan Funnell, exports more than half of its reproduction furniture to Europe.

Bevan Funnell Ltd was founded in 1945 by Mr Funnell and his wife, who started as antique dealers after the war and went on to produce reproduction furniture to supplement their stock of antique pieces. The company is a private limited company wholly-owned by Mr and Mrs Funnell, with four manufacturing units at Newhaven, Eastbourne, Ipswich and Stebbing. In addition, there is a partly-owned subsidiary company in Newhaven and a sub-contractor in Brighton. In 1975-76 the company had a gross turnover of about £5.5 million.

Bevan Funnell offers a comprehensive range of products to meet the tastes of both home and export markets. In order to achieve this it makes a range of some 600 to 700 pieces, counting different finishes, sizes and other variations as different products, and some 40 per cent of these products account for 65 per cent of the total turnover value. The company's present policy is to hold the range of pieces at about this number and change some 10 to 20 items for new models every year. Even though the company employs over 700 employees the plants still operate on a 'family firm' basis, with the employees deciding much for themselves in the everyday running of the plants, all of which, except the head office at Newhaven, employ between 30 and 100 people. This, together with up-to-date communication on markets, orders and other sales activities, provides an opportunity for people to associate themselves with the products and the customers.

By the mid-1950's, after several years of fluctuating home demand the company decided to create a second sales front through exporting. By 1975-76 they were exporting 64 per cent of all sales, with exports to western Europe alone totalling 83 per cent of all exports and 53 per cent of all sales.

Colt gives the lead

In December 1967 the Colt group gave a lead to British industry with the 'I'm backing Britain' campaign, prompted by the then serious balance of payments problem. As a result the company took a conscious decision to concentrate more effort than ever to develop its overseas business and the figures tell what happened – sales in Europe rose from £867,000 in 1967 to £8,921,000 in 1976 – a 1030 per cent increase.

With the development of the group and change in relationship between the operating companies, the UK team turned more attention to worldwide exports, both direct and indirect. Colt equipment and schemes are now installed in more than 120 countries throughout the world as a result of this effort and, in addition to the UK, the Colt group has companies in France, Belgium, Holland, Germany, Austria and Switzerland, along with manufacturing licensees in Australia, South Africa and New Zealand.

Colt International Ltd, a private company with assets exceeding £10 million, operates on a decentralised basis with six regional groups: five are essentially concerned with home sales and indirect export; and the sixth is an export 'region' giving central management on export and providing group co-ordination of exports.

The company designs, supplies, installs and subsequently services systems for ventilation, heating and access, for industrial commercial and public buildings in the UK, and all other countries throughout the world not specifically serviced by an associated Colt operating company.

Colt Ventilation Ltd was registered in 1931 by the present president of the group, Mr I. J. O'Hea. Early successes included ventilation in vehicles for London Transport, black-out ventilation systems for industry during the war and the supply of several thousands of ventilation systems for the post-war pre-fabricated housing schemes. Then the company concentrated on industrial ventilation, developing a new range of powered and natural ventilation equipment. Colt Ventilation has always been marketing-orientated, seeing its task as selling ventilation rather than ventilators, indeed the 'hardware' or ventilators were manufactured by sub-contractors until the 1960s.

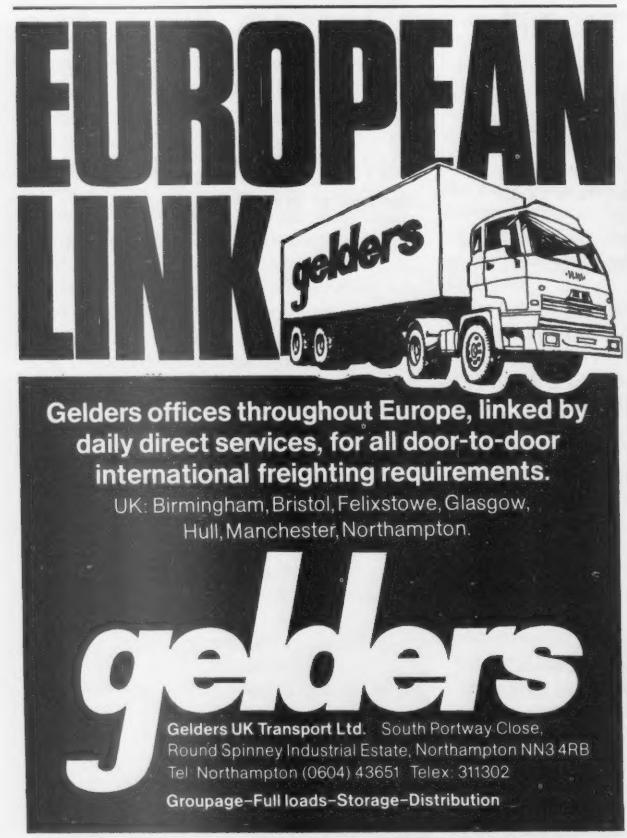
Hamworthy moves with the times

Originally founded in 1913 at Poole, Dorset, to manufacture marine pumps and compressors, Hamworthy Engineering is now one of three wholly-owned subsidiaries that constitute the engineering division of the Powell Duffryn group.

Hamworthy Engineering is a large and diversified company employing over 3000 people. It has a network of subsidiary companies, branch offices, agencies and licensing arrangements, covering much of the world. Turnover in the last full fiscal year was about £46 million and overall the company exports over half of its production.

Hamworthy is concerned with the market for all types of deep-sea vessels and with applications of its equipment for comparable purposes, on oil rigs and pipe-laying barges, for example. The expansion of ship-building in emerging nations has brought about major changes in the origin of conventional ships and the policies of governments seeking to build large merchant fleets – and naval forces in some instances – have created a much more dispersed and competitive shipbuilding industry all over the world. But as the industry has expanded, so has Hamworthy, seeking out new customers, both owners and builders, in all parts of the globe.

Hamworthy's pump and compressor division, makes a wide variety of air compressors, centrifugal and other pumps, and a range of marine sewage treatment and waste disposal units. The division now has a turnover of about £14 million, some 70 per cent of which is exported.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Colt Seefire ventilators providing automatic fire ventilation in the polystyrene warehouse of Dynamit-Nobel AG, Siegburg-Troisdorf, Germany.

Overseas trade news

UK- FDR ships' safety equipment agreement signed

Dr Gerhard Breuer, under-secretary, Federal Ministry of Transport, Federal Republic of Germany, and John Archer, under-secretary, Marine Division, Department of Trade, signed an agreement of reciprocal arrangements for the inspection and testing of ships' safety equipment on 18 November.

The agreement, which comes into force on 1 January 1978, extends the scope of an earlier agreement to include all items of safety equipment on ships.

In addition to inspection and testing of equipment on each other's behalf during manufacture, the agreement provides for reciprocal arrangements to be made for the testing of prototypes and for the exchange of information on national safety requirements for ships' equipment.

The original agreement, signed in 1972, was limited initially to inflatable liferafts but provided for an extension to other safety equipment as required. The prototype testing arrangements will lessen the need for visits to the other country by inspecting surveyors and should consequently reduce survey fees paid by manufacturers. The exchange of information on safety standards is designed to aid the practical application of the new agreement by identifying the lowest common denominators in the ships' safety equipment rules of the two countries. These common requirements will not constitute international standards and will not prevent either party from maintaining additional requirements.

UK exports to Japan up by 35 per cent

In the first nine months of this year, British exports to Japan increased by 35 per cent (in sterling terms) over the same period in 1976. Increases in sales of medicaments, office machinery, electrical measurement and control instrumentation, clothing, and scientific, photographic and optical goods have been particularly spectacular, increasing by between 50 per cent and 150 per cent.

Sales of cars to Japan have risen by 138 per cent, albeit from a very small base. Britain has also increased its share of Japan's machinery and equipment imports from 5.8 per cent in 1974 and 10 per cent in 1976 and – according to Japanese figures, expressed in dollars – UK exports of machinery and equipment to Japan increased by 11 per cent and 50 per cent in 1975 and 1976, respectively, against an overall decrease in Japan's imports in this category of 10 per cent in 1975 and an increase of only 7 per cent in 1976.

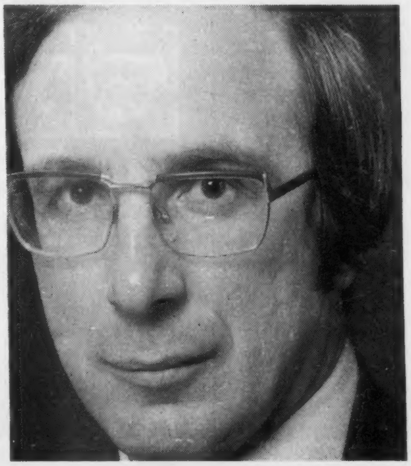
There is a full programme of trade missions to Japan, with 22 planned for next year, and joint-venture terms have been offered for 13 Japanese exhibitions in 1978. The British Overseas Trade Board's Exports to Japan Unit will plan and co-ordinate this sales drive in London, and give specialist advice on the Japanese market to British exporters.

UK firms take most space at ME health fair

Britain will be by far the largest participating country at the Middle East health exhibition in Dubai from 26 to 30 November. A total of 54 firms backed by BOTB in association with the British Health-Care Export Council will occupy over two-thirds of the exhibition space.

The British display will cover a wide range of medical equipment, instruments and services. Among the many exhibits featuring new developments there will be a flotation bed unit, machines for cleaning and maintenance, hospital trolleys, a minor operations table with a three-section X-ray transparent top, autoclaves, infusion and peristaltic pumps, a portable battery powered syringe driver, a fully automated system for the assessment of chest diseases and a scanner brain and body system claimed to be one of the world's most advanced computerised medical X-ray machines. British manufacturers will also promote 'package deals' in medical care such as small mobile units, long distance ambulances, a prefabricated modular operating theatre and complete hospitals.

BOTB special adviser on Japan



John Field, newly-appointed special adviser on the Japanese market to BOTB, who was previously assistant head of the South Asia Department, Foreign and Commonwealth Office. From 1973 to 1976 Mr Field was first secretary (commercial) in the British embassy in Tokyo.

Construction industry's invisible earnings

Nearly thirty per cent of the UK's favourable trade balance on invisible earnings last year came from the efforts of building and civil engineering consultants and contractors—Reg Freeson, Minister for Housing and Construction, said on 17 November.

Mr Freeson was speaking to an international Congress on Arbitration in Construction and Civil Engineering Contracts. He said that the industry had been going through a difficult period of reduced demand at home, it had not been slow to take advantage of opportunities elsewhere.

'Overseas earnings of the construction industry were over £2,000 million in 1976-77 – an increase of £500 million on 1975-76. This is made up of £320 million from UK contractors working abroad, about £250 million from the professions and approximately £1,450 million for exporting building materials, plant and machinery.

'Last year these "invisibles" showed a favourable balance of £2,219 million, of which over 25 per cent came from the efforts of our consultants and contractors.'

Electricity boost for Seychelles

John Tomlinson, Parliamentary Under-Secretary for Overseas Development, has approved an allocation of £1,145,000 from the current £10 million aid loan to the Seychelles for the construction of an electricity transmission line to supplement existing facilities to the southern part of Mahe, Seychelles. Additionally, £2,000 will be made available from technical co-operation funds for training a Seychelles Government Electricity Division (SED) technician in support of the project.

It is expected to make the basic power distribution system sufficient to meet increases in demand over the next 25 years.

Employees praised for export successes

Employees of the Sterling Cable Co Ltd, at Reading, Newbury and Warrington are being congratulated on their export efforts. The 850 members of the company last week received an Export Year newsletter giving details of the company's export successes this year.

The newsletter details contracts for cables for a £100 million project in Russia, instrumentation cable for Saudi Arabia, and power cable worth over £1.7 million – the largest export order the company has ever received – for the Dubai State electricity organisation.

Writing in the newsletter the company's sales director Cyril Hodgson congratulated employees on their efforts to ensure that the company has manufactured a quality product and delivered the goods on time.

Sterling, which produces a variety of electric cable for power, oil and petrochemical use, this year expects exports to reach over £10 million, 58 per cent of the company's total business.

Inward mission sees aids for the disabled

Jointly sponsored by the British Surgical Trades Association and BOTB an inward mission on aids for the disabled visited Naidex '77, (National Aids for the Disabled Exhibition) held in London from 6 to 12 November.

Twelve representatives from firms dealing with disabled and medical aids from various parts of the world took part in the mission, the first of its kind to visit the UK.

During their stay the mission also visited the premises of several companies responsible for the manufacture of wheelchairs and electronic and therapeutic aids.

Seatag briefs east-bound mission

BOTB's south-east Asia trade advisory group (Seatag) attended the briefing meeting on 11 November 1977 for the London chamber of commerce's outward mission to Singapore and Manila from 25 November to 10 December.

Members of the mission are 12 businessmen who will either be re-visiting the market or establishing first-time contacts. The products represented by the mission range from automotive construction components, ventilation equipment, marine and aviation navigating systems to low-voltage generators, diesel-power engineering and household textiles for the hotel and airline industries.

The London chamber will be holding a debriefing meeting on Thursday, 12 January 1978, in order to assess the success of the mission.

Tobacco products duty

With the abolition of the customs and excise revenue duties on tobacco on 31 December 1977 and the introduction of tobacco products duty, a new general authorisation (No 96) will be available for inward processing relief purposes from 1 January 1978. The general authorisation will apply to imports of unmanufactured tobacco under tariff heading 24.01 for processing into manufactured tobacco under tariff heading 24.02.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1643: imports from Romania

Importers should note that imports under quota R.19, details of which were published in notice to importers, 1594, are subject to special conditions.

Inquiries: Import Licensing Branch. 01-603 4644 ext. 280.

1644: preparation of import arrangements for restricted textiles in 1978

In view of the continuing uncertainty over the renewal of the Gatt Multifibres Arrangement at the end of this year, which is subject to the successful outcome of negotiations currently taking place between the EEC and exporting countries, no announcement is yet possible about the arrangements for importing restricted textile goods into the UK next year.

Unless the current negotiations result in agreements on quotas to be administered from 1 January 1978 by exporting countries, some or all of the eventual quotas will need to be import-administered by Import Licensing Branch. In that case a notice to importers will be published calling for details of past trade; this will certainly be done in the case of Taiwan where the quotas will in any event be import-administered. Of necessity, such statements will be called for at short notice.

In order to minimise delays if and when statements of past trade are requested, traders may wish to start now preparing such statements for the periods 1975, 1976 and 1 January to 30 September 1977 in respect of each of the categories on the following list in which they would want an allocation to import goods originating in any of the following countries: Argentina, Brazil, Colombia, Egypt, Greece, Guatemala, Hong Kong, Hungary, India, Indonesia, Iran, Israel, Republic of Korea, Macao, Malaysia, Malta, Mexico, Morocco, Pakistan, Peru, Philippines, Poland, Portugal, Romania, Singapore, Spain, Sri Lanka, Taiwan, Thailand, Tunisia, Turkey, Uruguay and Yugoslavia.

Traders are advised to prepare their figures in the following units: Yarns – weight (tonnes); Fabrics – weight (tonnes) and square meterage; Made-ups – weight (tonnes) and numbers of pieces/pairs.

The list of product categories shows the general breakdown of products on which the EEC is currently negotiating and any quotas eventually established for the above-mentioned countries, whether import- or export-administered, should be on this basis. Not all categories will be subject to restrictions, and those which are will not necessarily be restricted from all countries. It is also possible that some of the categories may in the event vary from those currently shown on the list.

As in many cases the same tariff headings appear in several categories, and because the categories are not in tariff heading order, traders may find the last table helpful in identifying the categories in which they are interested.

A standard pro forma is available from Import Licensing Branch *but statements should not be sent to ILB until called for.* Further notices will be published as and when the arrangements to be introduced for 1978 for these and other countries become known.

Traders are warned that some products not currently restricted may well become subject to quotas next year. They are advised to consider carefully the terms of any contracts they are about to place, and are advised not to commit themselves irrevocably until the situation becomes clearer.

Inquiries: Import Licensing Branch: 01-603 4600.

Cat. no./Tariff heading/Description
Notes on the list are on page 400 Annex A

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1 55.05
Cotton yarn, not put up for retail sale.

2[1] 55.09
Other woven fabrics of cotton.

3[1] ex 56.07
Woven fabrics of synthetic textile fibres (discontinuous or waste).

4 ex 60.04
Knitted or crocheted shirts, T-shirts, lightweight roll or turtle neck pullovers, undervests and the like, of cotton or of synthetic textile fibres. (T-shirts should be separately identified).

5 ex 60.05
Knitted or crocheted jerseys, pullovers, slip-overs, twinsets, cardigans, bed-jackets and jumpers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than babies' garments.*

6 ex 61.01
ex 61.02
Trousers, slacks, breeches and shorts, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than babies' garments.*

7 ex 60.05
ex 61.02
Women's, girls' and infants' (*other than babies'*) blouses and shirt-blouses, of cotton, of man-made textile fibres, of wool or of fine animal hair.

8 ex 61.03
Men's and boys' shirts.

9 55.08
ex 62.02
Terry towelling and similar terry fabrics, of cotton. Toilet and kitchen linen of terry towelling and similar terry fabrics, of cotton.

10 ex 60.02
Knitted or crocheted gloves, mittens and mitts, impregnated or coated with artificial plastic materials.

11 ex 60.02
Knitted or crocheted gloves, mittens and mitts, *other than those in category 10.*

12 ex 60.03
Knitted or crocheted stockings, under stockings, socks, ankle-socks, sockettes and the like, *other than those in category 77.*

13 ex 60.04
Knitted or crocheted underpants, knickers and briefs, of cotton or of synthetic textile fibres, *other than babies' garments.*

14A ex 61.01
Men's and boys' coats of textile fabric of heading no. 59.08, 59.11 or 59.12.

14B ex 61.01
Men's and boys' overcoats, raincoats[3] and other coats, cloaks and capes, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12.*

Cat. no./Tariff heading/Description
Notes on the list are on page 400

Cat. no./Tariff heading/Description
Cat. no./Tariff heading/Description

15A ex 61.02
Women's, girls' and infants' (*other than babies'*) coats of textile fabric of heading no. 59.08, 59.11 or 59.12.

15B ex 61.02
Women's, girls' and infants' (*other than babies'*) overcoats, raincoats[3] and other coats, cloaks and capes, *other than garments of textile fabric of heading no. 59.08, 59.11 or 59.12.*

16 ex 61.01
Men's and boys' suits (including co-ordinate suits) of cotton, of man-made textile fibres, of wool or of fine animal hair.

17 ex 61.01
Men's and boys' jackets and blazers, of cotton, of man-made textile fibres, of wool or of fine animal hair.

18 ex 61.03
Men's and boys' under garments *other than shirts* (category 8).

19 ex 61.05
Handkerchiefs, *other than those in Category 89 and other than of silk, of noil or of other waste silk.*

20 ex 62.02
Bed linen, *other than of flax or ramie* (*Category 118*).

21 ex 61.01
ex 61.02
Parkas, anoraks, windcheaters and the like.

22[2] ex 56.05
Yarn of synthetic textile fibres (discontinuous or waste), not put up for retail sale.

23 ex 56.05
Yarn of regenerated textile fibres (discontinuous or waste), not put up for retail sale.

24 ex 60.04
Men's and boys' knitted or crocheted pyjamas, of cotton or of synthetic textile fibres.

25 ex 60.04
Women's, girls' and infants' (*other than babies'*) knitted or crocheted pyjamas and nightdresses, of cotton or of synthetic textile fibres.

26 ex 60.05
ex 61.02
Women's, girls' and infants' (*other than babies'*) dresses, of cotton, of man-made textile fibres, of wool or of fine animal hair.

27 ex 60.05
ex 61.02
Women's, girls' and infants' (*other than babies'*) skirts (including divided skirts) of cotton, of man-made textile fibres, of wool or of fine animal hair.

28 ex 60.05
Knitted or crocheted trousers.

29 ex 61.02
Women's, girls and infants' (*other than babies'*) suits and costumes (including co-ordinate suits) of cotton, of man-made textile fibres, of wool or of fine animal hair.

30A ex 61.04
Women's, girls' and infants' (*other than babies'*) pyjamas and nightdresses.

30B ex 61.04
Women's, girls' and infants' (*other than babies'*) under garments, *other than those in Category 30A.*

31 ex 61.09
Brassieres

32 ex 58.04
Woven pile fabrics and chenille fabrics, of cotton, of man-made textile fibres, of wool or of fine animal hair.

33 ex 51.04
Woven fabrics made from strip or the like of polyethylene or polypropylene, of a width of less than 3 m.
ex 62.03
Sacks and bags made from polyethylene or polypropylene strip.

34 ex 51.04
Woven fabrics made from strip or the like of polyethylene or polypropylene, of a width of 3 m or more.

35[1] ex 51.04
Woven fabrics of synthetic textile fibres (continuous), including woven fabrics of monofil or strip of heading no. 51.01 or 51.02, *other than fabrics for tyres* (*Category 92*) *or fabrics containing elastomeric yarn* (*Category 44*), *and fabric in Categories 33 and 34.*

36[1] ex 51.04
Woven fabrics of regenerated textile fibres (continuous) *other than fabrics for tyres* (*Category 92*) *or fabrics containing elastomeric yarn* (*Category 45*).

37[1] ex 56.07
Woven fabrics of regenerated textile fibres (discontinuous or waste).

38A ex 60.01
Knitted or crocheted fabric for curtains, including net curtain fabric, of synthetic textile fibres.

38B ex 62.02
Net curtains.

39 ex 62.02
Table linen *other than of flax or ramie* (*Category 119*); toilet and kitchen linen *other than of flax or ramie* (*Category 119*) *and other than that in Category 9.*

40 ex 62.02
Curtains, *other than net curtains* (*Category 38B*) *and other than of flax or ramie* (*Category 120*).

41 ex 51.01
Yarn of synthetic textile fibres (continuous) not put up for retail sale, *other than non-textured single yarn untwisted or with a twist of not more than 50 turns per m.*

42 ex 51.01
Yarn of regenerated textile fibres (continuous), not put up for retail sale, *other than single yarn of viscose rayon untwisted or with a twist of not more than 250 turns per m. and other than single non-textured yarn of any acetate.*

43 51.03
Yarn of man-made fibres (continuous) put up for retail sale.

44 ex 51.04
Woven fabrics of synthetic textile fibres (continuous), containing elastomeric yarn.

45 ex 51.04
Woven fabrics of regenerated textile fibres (continuous), containing elastomeric yarn.

46 ex 53.05
Sheep's or lambs' wool or other fine animal hair, carded or combed.

47 ex 53.08
Yarn of fine animal hair (carded), not put up for retail sale.
53.06
Yarn of carded sheep's or lambs' wool (woollen yarn), not put up for retail sale.

48 ex 53.08
Yarn of fine animal hair (combed), not put up for retail sale.
53.07
Yarn of combed sheep's or lambs' wool (worsted yarn), not put up for retail sale.

49 ex 53.10
Yarn of sheep's or lambs' wool or of other fine animal hair, put up for retail sale.

50 53.11
Woven fabrics of sheep's or lambs' wool or of fine animal hair.

51 55.04
Cotton, carded or combed.

52 55.06
Cotton yarn, put up for retail sale.

53 55.07
Cotton gauze.

54 ex 56.04
Regenerated textile fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning.

55 ex 56.04
Synthetic textile fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning.

56 ex 56.06
Yarn of synthetic textile fibres (discontinuous or waste), put up for retail sale.

57 ex 56.06
Yarn of regenerated textile fibres (discontinuous or waste), put up for retail sale.

58 58.01
Carpets, carpeting and rugs, knotted (made up or not).

59 ex 58.02
Tufted carpets, carpeting and rugs; non-woven and woven carpets, carpeting, rugs, mats and matting, of wool or of fine animal hair, of cotton or of man-made textile fibres; 'Velem', 'Schumacks' and 'Karamanie' rugs and the like.
ex 59.02
Floor coverings of felt.

60 58.03
Tapestries, hand-made.

61 ex 58.05
Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, *other than goods falling within heading no. 58.06, and other than pile or chenille fabrics of silk, of noil silk or of other waste silk.*

62 58.06
Woven labels, badges and the like, not embroidered, in the piece, in strips or cut to shape or size.
58.07
Chenille yarn (including flock chenille yarn), gimped yarn (other than metallised yarn of heading no. 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece; tassels, pompoms and the like.
58.08
Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), plain.
58.09
Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), figured; hand or mechanically made lace, in the piece, in strips or in motifs.
58.10
Embroidery, in the piece, in strips or in motifs.

63 ex 60.01
Knitted or crocheted fabric, of synthetic textile fibres, containing elastofibres, not elastic nor rubberised.
ex 60.06
Knitted or crocheted fabric, elastic or rubberised.

64 ex 60.01
Rachel lace and long pile fabric (imitation fur) of synthetic textile fibres, knitted or crocheted, not elastic nor rubberised.

65 ex 60.01
Knitted or crocheted fabric, not elastic nor rubberised, of

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Organizers:
Danish Manufacturers of Internal Agricultural Mechanization Equipment,
The Association of Danish Manufacturers of Agricultural Machinery and
The Danish Farmers Association.

17-21 January 1978 in Herning - Denmark

ENCIRCLE TI 685 ON PAGE 416 FOR FURTHER INFORMATION

Cat. no./Tariff heading/Description

man-made textile fibres, of cotton, of wool or of fine animal hair, *other than fabrics in Categories 38A, 63 and 64*.

66 ex 62.01
Travelling rugs and blankets, including those electrically heated, of cotton, of man-made textile fibres, of wool or of *fine animal hair*.

67 ex 60.05
Clothing accessories and other articles, knitted or *crocheted, not elastic nor* rubberised.
ex 60.06
Articles of knitted or crocheted fabric, elastic or rubberised, *other than bathing costumes* (*Category 72*).

68 ex 60.04
Babies' under garments, knitted or crocheted, not elastic nor rubberised.

69 ex 60.04
Women's, girls' and infants' (*other than babies'*) knitted or crocheted petticoats and slips, of synthetic textile fibres.

70 ex 60.04
Panty hose (tights).

71 ex 60.05
Babies' knitted or crocheted outer garments.

72 ex 60.05
Knitted or crocheted bathing costumes and trunks, not *elastic nor rubberised*.
ex 60.06
Knitted or crocheted bathing costumes, elastic or *rubberised*.

73 ex 60.05
Knitted or crocheted track suits.

74 ex 60.05
Women's, girls' and infants' (*other than babies'*) knitted or crocheted suits and costumes (including co-ordinates) of cotton, of man-made textile fibres, of wool or of fine animal hair.

75 ex 60.05
Men's and boys' knitted or crocheted suits (including co-ordinates).

76 ex 61.01
Men's and boys' industrial and occupational clothing.
ex 61.02
Women's, girls' and infants' (*other than babies'*) aprons, overalls, smock-overalls and other industrial and occupational clothing.

77 ex 60.03
Women's stockings of synthetic textile fibres.

78 ex 61.01
Men's and boys' bath robes, dressing gowns, smoking jackets and similar indoor wear; outer garments *other than those in Categories 6, 14A, 14B, 16, 17, 21, 76 and 79.*

79 ex 61.01
ex 61.02
Swimwear, *other than knitted or crocheted.*

80 ex 61.02
Babies outer garments, *other than knitted or crocheted.*
ex 61.04
Babies' under garments, *other than knitted or crocheted.*

81 ex 61.02
Women's, girls' and infants' (*other than babies'*) bath robes, dressing gowns, bed jackets and similar indoor wear; outer garments *other than those in Categories 6, 7, 15A, 15B, 21, 26, 27, 29, 76, 79 and 80.*

82 ex 60.04
Knitted or crocheted under garments, *other than babies' garments*, of wool, of fine animal hair or of regenerated textile fibres.

83 ex 60.05
Outer garments, knitted or crocheted, not elastic nor rubberised, *other than those in Categories 5, 7, 26, 27, 28, 71, 72, 73, 74 and 75.*

84 ex 61.06
Shawls, scarves, mufflers, mantillas, veils and the like, of cotton, of man-made textile fibres, of wool or of fine animal hair.

85 ex 61.07
Ties, bow ties and cravats, *other than of silk or of noil or other waste silk.*

86 ex 61.09
Corsets, corset-belts, suspender belts, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabric) whether or not elastic, *other than brassières* (*Category 31*).

87 61.10
Gloves, mittens, mitts, stockings, socks and sockettes, not being knitted or crocheted goods.

88 61.11
Made-up accessories for articles of apparel (for example, dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets).

89 ex 61.05
Handkerchiefs of cotton fabric, of a value of more than 15 UA per kg net weight.

90 ex 59.04
Twine, cordage, ropes and cables, plaited or not, of synthetic textile fibres.

91 ex 62.04
Tents.

92 ex 51.04
ex 59.11
Woven fabrics of man-made textile fibres and rubberised textile fabrics, *other than knitted or crocheted,* for tyres.

93 ex 62.03
Sacks and bags, *other than of polyethylene or polypropylene strip* (*Category 33*), *of jute or other textile bast fibres of heading no. 57.03, of flax or of sisal* (*Category 122*).

Cat. no./Tariff heading/Description

94 59.01
Wadding and articles of wadding; textile flock and dust and mill neps.

95 ex 59.02
Felt and articles of felt, whether or not impregnated or coated, *other than of jute or other textile bast fibres of heading No. 57.03, or of coarse animal hair, and other than floor coverings* (*Category 59*).

96 59.03
Bonded fibre fabrics, similar bonded yarn fabrics, and articles of such fabrics, whether or not impregnated or coated.

97 59.05
Nets and netting made of twine, cordage or rope, and made up fishing nets of yarn, twine, cordage or rope.

98 59.06
Other articles made from yarn, twine, cordage, rope or cables, other than textile fibres and articles made from such fabrics.

99 59.07
Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; *tracing cloth; prepared painting canvas; buckram and* similar fabrics for hat foundations and similar uses.

100 59.08
Textile fabrics impregnated, coated, covered or laminated with preparations of cellulose derivatives or of other artificial plastic materials.

101 59.04
Twine, cordage, ropes and cables, plaited or not, *other than of synthetic textile fibres* (*Category 90*), *of flax or ramie* (*Category 121*).

102 59.10
Linoleum and materials prepared on a textile base in a *similar manner* to linoleum whether or not cut to shape or of a kind used as floor coverings; floor coverings consisting of a coating applied on a textile base, cut to shape or not.

103 ex 59.11
Rubberised textile fabrics, other than rubberised knitted or crocheted goods, *other than fabrics for tyres* (*Category 92*).

104 59.12
Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio backcloths or the like.

105 59.13
Elastic fabrics and trimmings (*other than knitted or crocheted goods*) consisting of textile materials combined with rubber threads.

106 59.14
Wicks, of woven, plaited or knitted textile materials, for lamps, stoves, lighters, candles and the like; tubular knitted gas-mantle fabric and incandescent gas mantles.

107 59.15
Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials.

108 59.16
Transmission, conveyor or elevator belts or belting, of textile material, whether or not strengthened with metal or other material.

109 ex 62.04
Tarpaulins, sails, awnings and sunblinds.

110 ex 62.04
Pneumatic mattresses.

111 ex 62.04
Textile camping goods *other than those in Categories 91, 109 and 110.*

112 ex 62.05
Other made up textile articles (including dress patterns) *other than those in Category 113.*

113 ex 62.05
Floorcloths, dish cloths, dusters and the like.

114 ext 59.17
Textile fabrics and textile articles, of a kind commonly used in machinery or plant, *other than of silk or of waste silk*.

115 54.03
Flax or ramie yarn, not put up for retail sale.

116 54.04
Flax or ramie yarn, put up for retail sale.

117 54.05
Woven fabrics of flax or ramie.

118 ex 62.02
Bed linen of flax or ramie.

119 ex 62.02
Table linen, toilet linen and kitchen linen, of flax or ramie.

120 ex 62.02
Curtains (including net curtains) and other furnishing articles, of flax or ramie.

121 ex 59.04
Twine, cordage, ropes and cables, plaited or not, of flax or ramie.

122 ex 62.03
Sacks and bags, of flax or of sisal.

123 ex 58.04
ex 61.06
Woven pile fabrics and chenille fabrics, of flax or ramie. Shawls, scarves, mufflers, mantillas, veils and the like, of flax or ramie.

Notes:
[1] For these categories it will be necessary to specify separately goods other than unbleached or bleached. [2] For this category it will be necessary to specify the amount of acrylic yarn. [3] For these categories it may be necessary to specify separately raincoats of the overcoat type.

Annex B

Tariff heading	Category
51.01	41, 42
51.03	43
51.04	33, 34, 35, 36, 44 ,45, 92
53.05	46
53.06	47
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53.10	49
53.11	50
54.03	115
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54.05	117
55.04	51
55.05	1
55.06	52
55.07	53
55.08	9
55.09	2
56.04	54, 55
56.05	22, 23
56.06	56, 57
56.07	3, 37
58.01	58
58.02	59
58.03	60
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58.05	61
58.06	62
58.07	62
58.08	62
58.09	62
58.10	62
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59.05	97
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59.08	100
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60.04	4, 13, 24, 25, 68, 69, 70, 82
60.05	5, 7, 26, 27, 28, 67, 71, 72, 73, 74, 75, 83
60.06	63, 67, 72
61.01	6, 14A, 14B, 16, 17, 21, 76, 78, 79
61.02	6, 7, 15A, 15B, 21, 26, 27, 29, 76, 79, 80, 81
61.03	8, 18
61.04	30A, 30B, 80
61.05	19, 89
61.06	84, 123
61.07	85
61.09	31, 86
61.10	87
61.11	88
62.01	66
62.02	9, 20, 38B, 39, 40, 118, 119, 120
62.03	33, 93, 122
62.04	91,109, 110, 111
62.05	112, 113

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (tel. 01-248 5757, ext. 368 or telex No. 886143).

Overseas trade exhibitions

Complete range of UK footwear equipment at NJ show

From Peter Manning Smith, British *consulate-general, Philadelphia*

Eleven British supply companies to the footwear industry took part in a joint venture sponsored by the Shoe and Allied Trades Research Association and BOTB at the international footwear manufacturing conference and exposition held in Atlantic City, New Jersey, from 29 October to 1 November 1977. This was the most complete exhibition of British machinery, materials and components ever seen at this important American event which is now held every other year.

On display were shoemaking and testing machinery, upper materials, bottom materials and units, safety toe caps, buckles, trims and accessories. Of particular interest was a new automatic edge guidance stitching system developed by Satra, offered as a special attachment to existing sewing machines.

Livingston and Doughty Ltd of Leicester introduced a new forepart filling machine and a new type of bottom filling material which provides greater flexibility and cushion comfort. Two companies featured steel toe caps which are likely to have wider use in protective footwear. Sample orders were also taken for natural leather and man-made upper materials.

An advanced low silhouette-cutting machine made by British United Shoe Machinery Co Ltd was of special interest. Following initial orders placed at the show a new automatic cutting machines made by Cox and Wright Ltd of Rushden could become a valuable dollar earner. One British component which attracted particular attention was a flexible PU sole unit offered in unique designs by Plastak Norwich Ltd.

With the American footwear industry beginning to recover from the doldrums of recent years, prospects for British machinery manufacturers and suppliers of parts seem to be on the rise.

Industrial plant show in Singapore

From Peter Sullivan, British high commission, Singapore.

A wide range of industrial plant and machinery was shown at Machine Asia, the biggest industrial exhibition so far held in south-east Asia. The exhibition was staged at Singapore's Hyatt Hotel from 7 to 11 November. Over 40 British companies participated in the exhibition, most of them within the British pavilion.

British industrial machinery on display included metal cutting and testing, materials transfer, electrical engineering, woodworking and sawmilling, cranes and hoists, optical glass grinding, weighing.

Machine Asia was staged by Singapore Exhibition Services whose pre-show publicity proved most effective in attracting customers from neighbouring countries and from as far afield as Hong Kong and Japan. British participants were well pleased with the level of inquiries which the show generated. Some took considerable orders on their stands and all expect participation in the exhibition to result in an increase of business in the region over the next twelve months.

Machine Asia is to be repeated in Singapore in November 1979. It is expected that the next show will be even bigger, reflecting the growing interest of industrial companies in the market opportunities which south east Asia offers them.

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- Modern jewellery, precious stones, jewels, precious stone jewellery, watches and clocks
- Light fittings and lamps
- Smokers' requisites
- Arts and crafts articles
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About 3,300 exhibitors from over 50 countries and some 100,000 trade buyers from 80 countries will be in Frankfurt once again. You should be there, too.
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ENCIRCLE TI 686 ON PAGE 416 FOR FURTHER INFORMATION

Overseas trade export services

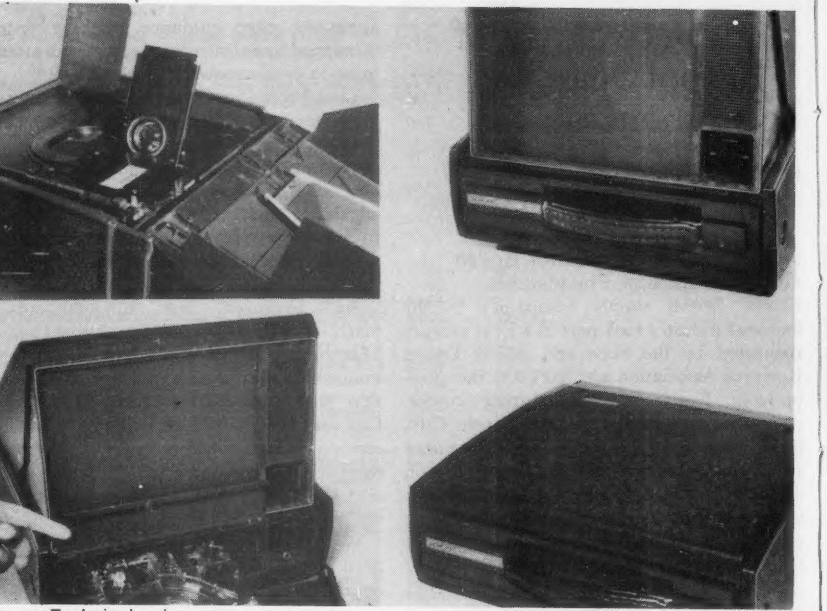
Audio-visual aid for exporters

Cobra Films is a new organisation which provides a complete audio-visual package for export salesmen.

The basic equipment for this package is the Technicolor showcase, which looks and weighs the same as a portable typewriter but opens up to reveal a 26 cm by 19 cm screen onto which is back-projected a super 8 film cassette.

Apart from the special impact of a visual presentation the exporter can have a range of cassettes in the language appropriate to his market. Cobra Films offers a full film production service ranging from the adaptation of existing 16 mm film and videotape for the technicolor showcase format to the creation of an entirely new production. A particular speciality of the company is the conversion of existing tape/slide shows and still photographs into a cost-effective film presentation.

Further information: circle 179



The new Technicolor showcase.

Trailer service from Manchester to Lyons

Lep Transport Manchester has made a two-way agency agreement with a Lyons freight forwarder – Société Lyonnaise des Messageries Nationales (SLMN) for a weekly-groupage trailer service to operate between Manchester and Lyons.

Trailers depart from no. 4 shed Manchester International Freight Terminal (MIFT) direct to SLMN's own facilities in Lyons where redistribution can be undertaken throughout the area. Door-to-door transit time is normally four to five days.

From Lyons trailers depart from SLMN's depot in the Square Prof. Gaitier, arriving in Manchester for customs clearance at no. 5 shed MIFT, with Lep Manchester able to offer fast redistribution facilities to importers throughout the north-west.

Further information: circle 180

New photographic training centre opens

Durst (UK) Ltd, exporters of specialised photographic equipment, has just opened a new training centre in Cheam, Surrey aimed primarily at export customers.

Over 70 per cent of the company's production of professional automatic colour printing and paper-processing units goes overseas, and the new centre has been established to provide these users with specialist instruction, to ensure that equipment is used and maintained efficiently.

Durst's overseas and British distributors, dealers, service and sales staff and British customers will also use the centre, which is divided basically into two sections: 'dry' and 'wet'. The former area is for demonstration and service training, the latter for practical instruction.

Practical training courses are normally limited to five people at a time and can vary from a few days to several weeks. On sales and dealer courses which are less-intensively technical, up to 10 delegates can be catered for. Instruction is given in major European languages, and special arrangements are made for other languages.

Further information: circle 181

Direct calls to Kuwait

Fred. Olsen Seaspeed Svedel Ltd (Foss) is adding Kuwait to its schedule of Gulf countries served by direct calls, with the sailings of *Tor Nerlandia* on 19, 20 and 21 December from Felixstowe, Rotterdam and Antwerp respectively.

Kuwait will now be served regularly as an extension of the service every three weeks from the UK/continent to Dubai and Dammam. The second sailing within this extended service is scheduled on or about 10 January.

At Kuwait, Foss vessels will have scheduled berthing priority to ensure fast discharge and delivery of cargo. Foss currently operates six ro-ro vessels in the UK/continent – Red Sea/Gulf trades.

Vessels load outbound at Felixstowe, Immingham, Rotterdam and Antwerp for weekly sailings to Jeddah, and sailings every three weeks to Dubai, Dammam and Kuwait. The ships can carry a wide range of trailer-borne cargo, heavy equipment, containers, flats, unitised loads on ship's trailers and heavy and awkward shipments of up to 450 tons.

Further information: circle 182

New freight terminal near M62

Ensor Freight Terminal Ltd has opened a freight terminal located adjacent to junction 20 of the M62 motorway, near Rochdale. The company was formed to provide consolidation, warehousing and distribution facilities for exporters and forwarding agents.

The new covered terminal building has a floor space of 26 000 sq ft and high loading bays and full container loading/discharging fork trucks and equipment. Office accommodation may also be provided.

Further information: circle 183

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Build-up of flat-rack containers

Trandex, the London-based shipping and forwarding agents, is starting to build-up its fleet of flat-rack containers.

The company states that a growing number of ports are accepting only cargoes that are containerised and points out that, unlike most box containers, the flat-rack is entirely suited to the shipping of heavy plant and machinery and large vehicles.

The first of many consignments of new 40 ft flat-racks are about to be added to the company's existing fleet, of 20 and 40 ft flat-racks and a variety of standard units.

Further information: circle 184

Extension to Gulf service

With the departure of MV *Reichenfels* which loads at Felixstowe on Sunday (27 November), D. D. G. Hansa will be running a new service from Felixstowe every 21 days. Regular ports of call for direct discharge will be Dubai, Damman, Kuwait and Bandar Shahpour.

The two vessels to be used are MV *Reichenfels* and MV *Rheinfels*. Both ships have a below-deck capacity of 2200 linear metres of lanes, and versatile stern-slewing ramps, operable to both port and starboard, capable of withstanding loads approaching 160 tonnes.

Cargo will be limited to units that can be wheeled on and off ship, such as mobile cranes, trucks and earth-moving equipment. Tugs are available on both ships for cargo manoeuvring purposes.

Further information: circle 185

New refrigerated trailers to Middle East

Unifast International Forwarding has taken delivery of a further five 12 m refrigerated trailers for its door-to-door refrigerated and temperature-controlled service between the UK and the Middle East.

Unifast's fleet on this run now has 30 vehicles, all specially designed to withstand the rigours of high temperatures.

The trailers have been made for Unifast by Freight Bonallack and Massey of Market Weighton. Extra features include increased insulation, at 152 mm on roof and floor, 20 per cent thicker than usually used. A false roof deflects solar energy and there are heat breaks around both rear and side doors.

The units have been designed to withstand damage inflicted at sea and are fitted with recorders which constantly monitor performance whether the refrigerated unit is self-sustaining or powered by the electrical supply of a ship. Completed temperature charts will be available for scrutiny by customers if required.

The Jeddah-based Unifast manager supervises the performance of each trailer and carries out checks every four hours. He also arranges transportation for the unit using sister companies' equipment.

Further information: circle 186

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Dudley Masters on 01-242 9478.

Overseas mobile home

Multicruiser Ltd, Bradford, has a new combined home and office on the market. The unit fits on the back of most flat-bed trucks up to 25 cwt. The company says that the demounting operation is simple and can be done by just one person. It is effected by a heavy-duty jacking arrangement enabling the pick-up to be driven away. The multicruiser home/office is then left standing on four pads until removal is required. The jacking arrangement is also used to secure the unit to the truck before travelling.

Features

Many features can be incorporated in the unit such as a stainless steel sink, electric lights, Calor gas cooker, power points and sleeping accommodation, toilet and shower unit.

The units are specifically designed for overseas use as accommodation for salesmen and engineers.

Multicruiser claims that the units differ from traditional mobile offices in that they can be easily and quickly transported from site to site. A flat-bed truck is free to do other types of transport work when not required for moving the units.

Further information: circle 187

The Multicruiser demountable mobile office.

Multicruiser
DEMOUNTABLE Camper
DEMONSTRATION UNIT
BRADFORD 666441
BRADFORD
DODGE

New film production system for exporters

Bulldog Publicity Services Ltd, the Shipley-based public relations and advertising agency, has formed a new division to produce low-cost product demonstration films for use with a portable back projection unit.

The new division, named Bulldog-Movieconomy, has developed a production system which, it says, cuts out many of the costs associated with traditional film-making: Movieconomy films, with sound commentary in any language, can be produced for as little as £70 per minute running time, depending on location.

Cost reduction

The company believes this cost reduction could enable companies to consider seriously the use of cine-audio visual systems in sales programmes, particularly for promoting equipment which needs to be demonstrated in potential overseas markets.

Once a film has been produced, copies can be made with sound commentary in any language.

The Movieconomy service includes the preparation of scripts for sound commentaries, taking the film on selected locations and the supply of portable projection units which fit neatly under an aircraft seat.

Further information: circle 188

Dafra Lines go direct to Piraeus

With the sailing from Felixstowe on 19 November of the *Dafra Northsea*, Anglo-European Container Line, UK agents for Dafra Container Lines, opened a direct fortnightly service to Piraeus.

Further information: circle 189

Overseas trade country data

Australia

Primage duties. A notice in *Trade and Industry*, 4 February 1977 reported a reference to the Industries Assistance Commission on the removal of primage duties. The IAC is now in a position to proceed with its inquiry and will hold public hearings as follows:

Public Inquiry Room 12th Floor Marland House 570 Bourke Street Melbourne	Commencing 10.00 am Thurs, 1 Dec 1977
Public Inquiry Room 16th Floor 59 Goulburn Street Sydney	Commencing 10.00 am Mon, 12 Dec 1977
Conference Rooms Lower Ground Floor Australian Government Centre 295 Ann Street Brisbane	Commencing 10.00 am Wed, 14 Dec 1977

Persons who intend submitting evidence to the inquiry but have not yet notified the commission, should do so immediately.

Inquiries: CRE 01-215 5319.

Refrigeration compressors. A request has been received by the Australian Department of Industry and Commerce for temporary protection against imports of compressors for refrigerating appliances, being sealed unit type compressors having a power not exceeding 1.5 kW and falling within paragraph 84.11. 200, statistical code 44, of the customs tariff.

Requests for temporary protection are initially received and considered by the department. At a subsequent stage they may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference. Any temporary assistance which may be accorded the goods by the government after receipt of the Temporary Assistance Authority recommendations would be in the nature of a holding action pending government consideration of the question of long-term assistance for the local industry following inquiry and report by the Industries Assistance Commission. Interested parties may put their views on this request for temporary protection to the Department of Industry and Commerce, Canberra, ACT 2600; comments to arive in Canberra no later than 2 December 1977.

Inquiries: CRE 01-215 5319.

Metal working machine tools. A notice in *Trade and Industry* on 20 May 1977 reported public hearings on this Industries Assistance Commission inquiry. The draft report has now been released and a copy is available on loan from CRE, Room 336, 1 Victoria Street, London SW1H 0ET. A further public hearing was held on the draft report in Canberra on 18 November 1977.

Inquiries: CRE 01-215 5319.

Brazil

Aluminium sheet and foil. Customs policy council edital, 873, published in the *Diario Oficial*, 25 October 1977, gave notice that the council was considering a duty reduction on uncut sheet aluminium, of a thickness exceeding 0.20 mm, under tariff heading 76.03.01.00, of from 37 per cent to 7 per cent, and on other foil of aluminium, under tariff heading 76.04.99.00, of from 45 per cent to 15 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty exemption on morphine. Customs policy council edital, 871, published in the *Diario Oficial*, 7 October 1977, gave notice that the council was considering an extension of the duty reduction to 0 per cent on morphine, under tariff heading 29.42.35.00, which was granted under council resolution, 2899, 24 November 1976.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Acrylic fibre products. Customs policy council edital, 874, published in the *Diario Oficial*, 25 October 1977, gave notice that the council was considering proposed import duty increases of from 55 per cent to 85 per cent on the following products:

Tariff no.	Goods
56.01.01.03	Acrylic synthetic fibres
56.02.01.03	Acrylic continuous filament tow for the manufacture of man-made fibres
56.04.01.03	Acrylic synthetic fibres not put up for retail sale

Inquiries: OTAR 01-248 5757 ext. 476/474.

Chrome and iron and steel products containing chrome. Customs policy council resolution, 3046, published in the *Diario Oficial*, 26 October 1977, amended the rules concerning the import of chrome ore and iron and steel containing chrome. The amendments are imports of chrome ore, ferro-chrome and steel products containing more than 3 per cent chrome, coming from any country other than South Africa, are only allowed when they are shipped directly to Brazil from their country of origin or when included on a direct bill of lading.

Imports of chrome ore and ferro-chrome originating in South Africa shall only be permitted if it can be verified, in the case of chrome ore, by chemical analysis, that the proportion of chrome to iron does not exceed 2.1 parts of chrome for every 1 part of iron; and that it can be verified, in the case of ferro-chrome, by chemical analysis, that the chrome content in the alloy does not exceed 60 per cent.

Imports of steel products containing more than 3 per cent chrome will not be allowed unless originating in countries applying sanctions against Rhodesia in accordance with resolution 253 of the United Nations Security Council. These rules do not apply to goods shipped before the publication of this resolution. The Foreign Trade Department of the Banco do Brazil SA will set out complementary regulations, as will the Secretaria da Receita Federal, for the implementation of this resolution. Resolution 3013, referred to in *Trade and Industry*, 23 September 1977, page 563 is hereby revoked. Further details of relevant new legislation will be published when received.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Chile

Exchange rates. The Chilean Central Bank has now established the daily rate of exchange for the period 5 November to 5 December. Copies of the list are available from CRE.

Inquiries: CRE 01-215 5289.

Indonesia

Import duty change: baby food. The Indonesian Minister of Finance has announced, with effect from 17 October 1977, that the import duty and sales tax on powdered milk used as baby food (falling under both CCCN 04.02.50 and CCCN 21.07.90) will be 40 per cent and 10 per cent respectively.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Republic of Korea

Taxes. The Korean government introduced a value added tax and a special excise tax which took effect on 1 July 1977. These have

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

replaced the petroleum products tax, textile products tax and commodity tax, previously payable on imports.

Value added tax affects imported goods and local goods and services, and is levied at a rate of 10 per cent on the duty-paid value. The following imported items are exempt from VAT: non-processed foodstuffs, books, newspapers and magazines, goods for use by scientific research and educational institutes or cultural organisations, temporary imports and goods which are exempt from or have a reduced rate of duty.

Special excise tax is payable on a wide range of items, (for example, luxury and high price durable consumer goods, some foodstuffs, gasoline) and is levied on the duty paid value. This tax also affects imported goods and local goods and services.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Liberia

Customs tariff changes. Liberia has issued a new customs tariff (effective from 1 October 1977) which amends the rate of duty payable on almost all items.

Inquiries: OTAR 01-248 5757 ext. 473.

Malaysia

Diesel fuel imported into Sabah or Sarawak. The Malaysian government has passed the Customs Duties (Exemption) (Amendment) (No. 6) Order 1977 which came into force on 1 October 1977, so that the importer of high-speed diesel fuel, and other diesel fuel, falling under heading numbers 27.10 410 and 27.10 490, into Sabah or Sarawak, will be exempted from paying import duty.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import control, diesel fuel. The Malaysian government has passed the Customs (Restriction of Movements) (Amendment) Order 1977, which came into force on 1 October 1977, which amends the first schedule to the Customs (Restriction of Movements) Order 1977 so that the movement of 27.10 410 high-speed diesel fuel; and 27.10 490 other diesel fuel between peninsular Malaysia, Sabah and Sarawak, is restricted unless a special permit is obtained from the Director General of Customs.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Arsenic, straight-saws. The Malaysian government has passed the Customs Duties (Amendment) (No. 14) Order 1977 and the Customs Duties (Amendment) (No. 15) Order 1977, which came into force on 20 October 1977 and amend the first schedule to the Customs Duties Order 1977, so that the import duty on CCCN 28.11.100 – arsenic pentoxide and acids of arsenic, is 40 cents per lb, and the import duty on CCCN 82.02.240 – straight-saw excluding hack-saw of heading 82.02.250 is nil.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Iron, transmission belts. The Malaysian government has passed the Customs Duties (Amendment) (No. 12) Order 1977, and the Customs Duties (Amendment) (No. 13) Order 1977, which came into force on 13 October 1977, and amended the first schedule to the Customs Duties Order 1977, so that the import duty on CCCN 73.01.900 – pig iron or cast iron in pigs, blocks, or lumps etc, is M$30 per ton, and, the import duty on CCCN 40.10.120 – V-type transmission belts or belting of vulcanised rubber, is 45 per cent.

These duties are also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import control, fish meal. The Malaysian government has passed the Customs (Prohibition of Imports) (Amendment) (No. 6) Order 1977, which came into force on 20 October 1977, so that an import licence is no longer necessary to import CCCN 23.01.110 and 23.01.920 – flour and meal of fish, crustaceans, and molluscs (unfit for human consumption), into the federation of Malaysia.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Nigeria

Curfews at Port Harcourt and Benin City. *Trade and Industry* of 23 September gave details of a curfew at Port Harcourt. Intending business visitors should note that this curfew is now in operation between 12 o'clock midnight and 6 a.m. A similar curfew is also in operation in Benin City and lasts from 11.00 p.m. until 6.00 a.m.

Portugal

Public expenditure restraints. The Portuguese government published decree-law 439-A/77 on 25 October which imposes restraints on public expenditure. The most important of the measures in the law are as follows:

In general, budgetary expenditure will not be permitted for the acquisition of goods and services that cannot be processed and paid for by the end of the year.

No authorisations for payment will be granted to the public sector after 30 November. The public current account will be closed at 31 December and any outstanding authorisations will automatically expire at that date.

The monthly budgets for September to December will be cut by 20 per cent for most current expenditure and 10 per cent for capital expenditure.

Public expenditure on consumer durables will be restricted as will foreign currency expenditure. The latter will be cancelled wherever possible.

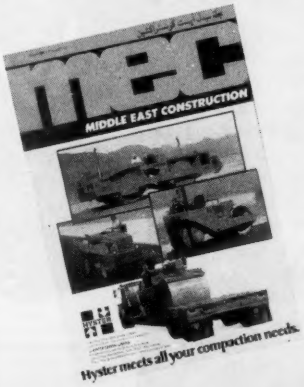
Payment of expenditure incurred in previous years will be severely restricted.

All measures in the law may be applied to other public sector entities on the recommendation of the Minister of Finance.

Inquiries: CRE 01-215 5341.

Qatar

New bidding and tender regulations. New tender regulations have recently been implemented. Among the changes included are that all tenders must now be published in the local press and displayed in government offices, and that no tenders will be accepted from any company having connections with a member of the central tender committee or the government department requesting the tender. It is expected that the process of tendering will now take longer. Copies of the new law and a chart which explains the



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ENCIRCLE TI 692 ON PAGE 416 FOR FURTHER INFORMATION

differences between the new and old systems are available from Export Intelligence Service, Export House, 50 Ludgate Hill, London EC4M 7HU.

Inquiries: OTAR 01-248 5757 ext. 7016/7017/7025.

Spain

Container for nuclear reactor. In the Spanish *State Gazette* of 23 October the Spanish authorities published approval, under the special system of joint assembly, of a pro-forma resolution for the manufacture of one container for a nuclear reactor. The parts, components and ancillary material which will have to be imported for Spanish manufacture (and which cannot be made locally) will be subject to a reduction of 95 per cent of the corresponding import duty. On application a specific resolution could be approved by the Spanish Directorate of Tariff Policy, given a technical and sufficiently detailed description of the parts, components, etc to be imported with the reduced import duty, provided the value of such parts does not exceed 44 per cent of the total industrial cost price. The parts to be imported in this instance, as put out in Spanish, are as follows:

Fondo inferior
Anillo esferico
Virolas
Toberas
Brida de cuerpo
Brida de cabeza
Casquete de cabeza
Sistema cierre pernos
Anillos toroesfericos
Soporte de recarga
Anillo para soporte recarga
Tubos de alojamiento de CRDM
Brida de alojamiento de CRDM
Boquillas
Soportes de nucleos
Tubos de instrumentacion
Material de aportacion o consumo
Electrodos, hilo, flux, banda
Varios

Name of the Spanish manufacturer authorised: Equipos Nucleares SA, which company has a technical assistance agreement with Breda Termomeccanica.

British exporters interested in proposing themselves as potential partners should send details of their equipment to the British Embassy, Commercial Department, Fernando El Santo 16, Madrid 4, who will make local inquiries on their behalf.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

CRE	Commercial Relations and Exports Divisions Department of Trade 1 Victoria Street, London SW1H 0ET Tel. Direct dialling (see end of each notice)
OTAR	Overseas Tariffs and Regulations Section Export Data Branch Export Services and Promotions Division Department of Trade Export House, 50 Ludgate Hill, London EC4M 7HU Tel. 01-248 5757 (extension at end of each notice)

Venezuela

Clinical thermometers. A Venezuelan government resolution of 14 October 1977 states that import licences are now required from the Ministry of Development for the importation of clinical thermometers (tariff No. 90.23.02.01—duty 45 per cent).

Inquiries: OTAR 01-248 5757 ext. 474/476.

United States

Imports of speciality steels under quota. The following table, derived from statistics made available by the US Customs Service, shows the products which are subject to the US quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978 and US imports of the products concerned from the EEC during this period, as at 11 November 1977.

Pounds weight

Product	US import quotas for 12 months 14 June 1977 to 13 June 1978	US imports during this period as at 11 Nov 1977
Sheets and strips of stainless steel (item 923.20)	32 600 000	16 724 146
Plates of stainless steel (item 923.21)	6 000 000	1 837 329
Bars of stainless steel	5 200 000	2 340 995
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Alloy tool steel (item 923.22)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

Consumer product safety complaints. The *Federal Register* dated 3 November 1977 published rules proposed by the Consumer Product Safety Commission to require under the CPSA that manufacturers (including importers), private labellers, and distributors of all consumer products within the commission's jurisdiction maintain records of consumer product safety complaints. Written comments (five copies) by 19 December 1977 to Consumer Product Safety Commission, 1111, 18th Street, NW, Third Floor, Washington DC 20207. A copy of the text is available to British exporters from OTAR Section, Export Data Branch, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

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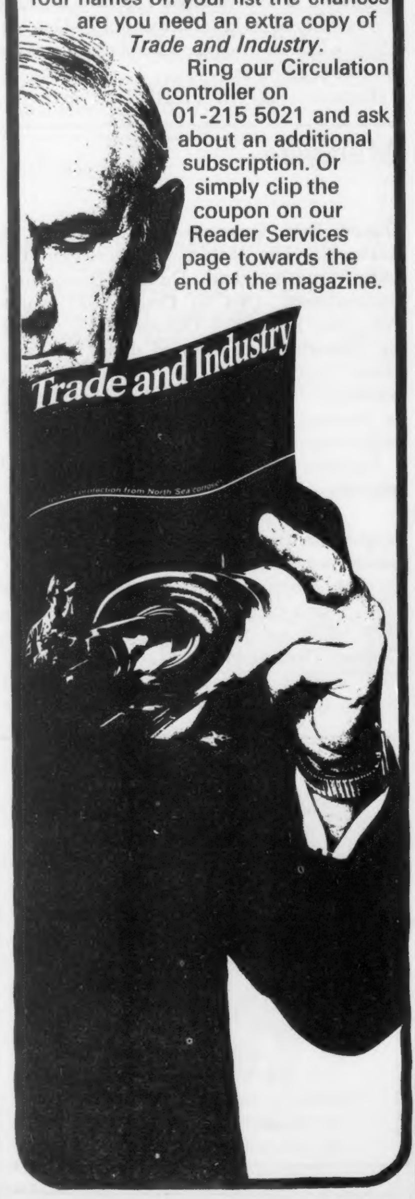

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970											
Series in		£ million		£ million			£ million				£ million	
Stock level at end-1976						18,041	10,528	1,830	1,929			
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,738	2,071	34	−145	48	15	105	−702	807
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−922	−2,353	1,431
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,565	−5,194	1,629
1975	107.8	35,257	10,062	1,744	2,034	−743	−429	−111	−65	−1,701	−3,203	1,502
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,405	−3,571	2,166
1975 2nd qtr.	108.0	8,880	2,484	446	513	−213	−74	−51	−61	−333	−657	324
3rd qtr.	106.6	8,739	2,562	420	512	−213	−209	−26	16	−620	−974	354
4th qtr.	107.4	8,649	2,461	407	494	−147	−115	12	24	−183	−628	445
1976 1st qtr.	110.1	8,829	2,489	405	471	44	0	26	33	−90	−538	448
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−390	−907	517
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−511	−1,144	633
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−414	−982	568
1977 1st qtr.	109.4	8,762	2,242	419	507	209	125	51	102	−461	−962	501
2nd qtr.	109.9	8,663	2,241	428	510	170	151	30	−5	−241	−733	492
3rd qtr.		8,800 pe								496	−29	525 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.6	−1.1	−6.8	—	+0.3							
on a year earlier	−0.2	−1.2	−8.8	+4.3	+5.9							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
				monthly averages		% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1970 prices	
Base of index	1970	1970	1971		Jan. 1974		1970	1970	Jan. 1970				1970	1970
£m in base year			15,895										7,907	7,932
Series in				thousands						thousands		thousands		
1971	100.3	99.4	100.0	108.5	153.4†	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	109.9	110.5	110.7	137.1	179.4†	9.2	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.8	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	132.0	136.4
1975	101.6	102.3	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	126.1	126.5
1976	102.2	103.4	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8[1]	5.4[1]	120.4[1]	136.6	134.3
1976 3rd qtr.	101.8	103.9	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.2	104.8	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8[1]	5.6[1]	. .	141.5	138.2
1977 1st qtr.	103.5	105.6	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	. .	141.2	142.3
2nd qtr.	102.2	103.1	103.9	102	181.9	17.4	347.7	259.2	285.2	1,330.4	5.6	159.2	149.3	144.4
3rd qtr.	102.4 p	103.1 p	106.8	112	184.7	16.5	340.5 p	267.7 p	288.2 p	1,420.8	6.0	150.5	153,4	141,6
1976 Oct.	102.8	104.8	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	141.6	140.7
Nov.	103.4	105.0	109.2	119	165.8	15.0	331.8	234.6	272.2	. .	. .	. .	138.8	140.2
Dec.	103.5	104.5	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	. .	144.1	133.7
1977 Jan.	103.7	105.4	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	. .	141.5	153.8
Feb.	103.4	105.6	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	138.8	133.8
Mar.	103.5	105.7	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	143.3	139.4
Apr.	102.5	103.7	103.4	108	180.3	17,5	349.7	255.4	283.1	1,322.6	5.6	158.5	149.9	139.2
May	103.7	105.2	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.4	142.9
June	100.3	100.3	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	152.5	151.2
July	102.4	103.6	107.0	109	183.8	17.6	344.5	265.8	286.5	1,402.2	5.9	152.7	153.3	149.0
Aug.	102.7	103.2	107.2	124	184.7	16.5	338.8	268.1	288.1	1,413.8	6.0	154.1	150.2	131.5
Sept.	102.0 p	102.6 p	106.2	103	185.7	15.6	338.1 p	269.3 p	289.5 p	1,446.4	6.2	144.7	156.6	144.3
Oct.			106 p		186.5	14.1	334.4 p	270.9 p		1,433.4	6.1	153.4	149.4 p	141.1 p
Nov.										1,432.9	6.1	155.6		
% change latest 3 months on prev. 3 months	+0.2	—	+1.3	+9.8	+1.4		−2.6	+2.6	+1.1	+3.4			+1	−6
on a year earlier	+0.5	−0.7	−2.1	+15.1	+15.4		+6.9	+18.9	+8.6	+9.6			+10	+1

p Provisional   pe Preliminary estimate   e Estimate   . . Not available   [1] Average of available months

Inquiries: 01-215 3453

Turnover of the motor trades: third quarter

The total turnover of the motor trades in the third quarter of 1977 was 29 per cent higher than in the third quarter of 1976. On the same comparison, new vehicle sales increased by 39 per cent, used vehicle sales increased by 28 per cent and other sales and receipts (which include sales of petrol and oil, tyres, spares and accessories and receipts from servicing and repairs) rose by 22 per cent.

The statistics are of turnover at current prices. Movements therefore include the effect of price changes, including changes in purchase tax before the second quarter of 1973, the introduction of VAT and car tax from the second quarter of 1973, the introduction of VAT on petrol from the second quarter of 1974, and subsequent changes in the rates of VAT. The turnover includes transactions between dealers in addition to final sales. Vehicles include commercial vehicles as well as private cars and motor cycles.

The estimates for Q2 1977 have been revised to take account of additional information from late returns.

The figures are not seasonally adjusted.

The returns made by a voluntary panel are used to project the figures of turnover in a base year (1972) obtained in a comprehensive inquiry to motor traders.

Inquiries: 01-215 3177.

Turnover of the motor trades: index numbers

Index numbers of turnover per quarter at current prices (including purchase tax or VAT and car tax)

Percentage change compared with a year earlier in brackets

1972 = 100

	Total turnover	New vehicle sales	Used vehicle sales	Other sales
Turnover in 1972 (£ million)	(8,109)	(3,089)	(1,373)	(3,647)
1972	100	100	100	100
1973	111 (+11)	110 (+10)	102 (+2)	115 (+15)
1974	119 (+7)	106 (−3)	100 (−2)	137 (+19)
1975	143 (+20)	123 (+16)	128 (+28)	166 (+21)
1976	174 (+22)	159 (+29)	158 (+24)	192 (+16)
1972				
1st qtr	95	94	100	93
2nd	105	109	107	101
3rd	102	101	103	104
4th	98	96	90	102
1973				
1st qtr	117 (+23)	126 (+34)	119 (+18)	109 (+17)
2nd	110 (+5)	110 (+1)	103 (−3)	113 (+12)
3rd	114 (+12)	111 (+10)	108 (+5)	119 (+15)
4th	102 (+4)	93 (−3)	80 (−12)	118 (+16)
1974				
1st qtr	108 (−8)	102 (−20)	87 (−27)	120 (+10)
2nd	122 (+11)	112 (+2)	106 (+3)	136 (+20)
3rd	126 (+11)	110 (−1)	111 (+3)	146 (+22)
4th	121 (+18)	102 (+10)	95 (+20)	147 (+24)
1975				
1st qtr	137 (+27)	127 (+25)	116 (+33)	152 (+27)
2nd	148 (+21)	129 (+15)	136 (+27)	168 (+23)
3rd	152 (+21)	131 (+19)	143 (+29)	174 (+19)
4th	135 (+12)	105 (+3)	117 (+23)	168 (+15)
1976				
1st qtr	166 (+22)	161 (+27)	153 (+32)	175 (+15)
2nd	176 (+19)	162 (+25)	170 (+26)	189 (+12)
3rd	178 (+17)	159 (+22)	167 (+17)	199 (+15)
4th	176 (+30)	155 (+48)	143 (+22)	205 (+22)
1977				
1st qtr	203 (+22)	199 (+23)	189 (+24)	211 (+21)
2nd (revised)	210 (+2)0	197 (+22)	196 (+15)	226 (+19)
3rd	230 (+29)	221 (+39)	213 (+28)	243 (+22)

Index of industrial production for September

The provisional estimate for the total all-industries' index of industrial production in September 1977 is 102.0 and that for manufacturing alone is 102.6 (1970 = 100).

Latest provisional figures to September 1977 suggest that since the fall between the first and second quarters of this year the underlying level of industrial output changed little.

Before any adjustment, the provisional estimates show that the average levels of the all-industries' index and the corresponding index for manufacturing industries in the third quarter 1977 were unchanged from their levels in the second quarter. The analysis by broad market sector shows that, over the same period, the output of the consumer goods industries rose by 1½ per cent, while both investment goods and intermediate goods industries fell by about 1 per cent.

On a longer term comparison, the all-industries' index in the third quarter was ½ per cent above the level in the same period a year ago; the corresponding change for manufacturing industries was a fall of about ½ per cent.

The use of series for some industries which measure deliveries rather than production resulted in the all-industries' index overstating the level of output by about ¾ per cent in the second and third quarters of 1976, understating it by about ¼ per cent in the fourth quarter of 1976, having little effect in the first quarter of 1977 and understating it again by about ½ per cent in the second quarter of 1977.

The index numbers are all seasonally adjusted. Changes in recent years in the amount and incidence of industrial holidays taken between Christmas and new year's day and around the spring bank holiday may not be fully reflected in the seasonally adjusted estimates.

About two-thirds of the index of production is derived by the revaluation to the prices of 1970 of data expressed at current prices. When the rate of change of prices is relatively large, or itself changes rapidly, the problems associated with this revaluation become more acute. For this reason the estimates for periods shown in this article should be regarded as subject to wider margins of error than those for earlier years.

Inquiries: 01-233 8310.

Index of retail prices for October

The index of retail prices for all items for 18 October 1977 was 186.5 (15 January 1974 = 100). This represents an increase of 0.4 per cent on September 1977 (185.7) and of 14.1 per cent on October 1976 (163.5).

The rise in the index in October was due to increases in the prices of solid fuels and cars, and smaller increases over a wide range of household and miscellaneous goods and services, clothing and footwear, partially offset by a reduction in the level of mortgage interest payments. The prices of some foods also rose but were more than offset by lower prices for many seasonal foods, particularly fresh vegetables.

Inquiries: Watford 28500 ext. 630.

Table 1 Index of retail prices

	All items				All items except seasonal foods		
	Index 15 January 1974 = 100	Percentage change over			Index 15 January 1974 = 100	Percentage change over	
		1 month	6 months	12 months		1 month	6 months
1977							
May	181.7	+0.8	+9.6	+17.1	180.5	+1.0	+9.5
June	183.6	+1.0	+9.3	+17.7	182.4	+1.1	+9.4
July	183.8	+0.1	+6.6	+17.6	183.5	+0.6	+7.4
August	184.7	+0.5	+6.1	+16.5	184.9	+0.8	+7.2
September	185.7	+0.5	+5.6	+15.6	186.2	+0.7	+6.8
October	186.5	+0.4	+3.4	+14.1	187.3	+0.6	+4.8

Index of industrial production

Seasonally adjusted

1970 = 100

	Total all industries	All industries other than construction	Mining and quarrying	Manufacturing industries												
				Total	Food, drink and tobacco					Engineering and allied industries						
					Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metal goods n.e.s.
Weights	1 000	850	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1971	100.3	99.8	100.0	99.4	100.7	99.9	101.9	103.3	102.1	98.7	97.4	103.3	101.6	98.7	100.2	93.3
1972	102.5	102.1	84.1	102.0	105.0	104.0	106.5	102.5	108.1	99.2	93.6	101.9	106.6	89.5	104.0	95.4
1973	109.9	110.4	92.6	110.5	109.3	106.3	114.2	110.0	120.7	107.2	101.9	110.1	121.3	90.6	107.6	102.9
1974	106.9	108.4	78.8	108.8	109.9	104.5	118.8	106.0	126.9	108.3	106.2	117.8	122.6	92.4	103.0	103.6
1975	101.6	103.2	86.0	102.3	108.7	101.1	121.1	92.0	116.0	103.4	104.2	118.5	113.4	97.7	96.7	95.0
1976	102.2	104.5	89.2	103.4	110.9	103.7	122.7	96.3	127.7	99.7	96.7	113.2	110.7	92.0	96.8	93.1
1976																
2nd qtr	102.5	104.7	89.1	103.5	112.5	104.9	124.9	96.9	126.8	99.9	97.9	114.4	110.1	92.8	96.7	92.5
3rd	101.8	104.5	87.2	103.9	112.5	104.7	125.4	96.5	129.0	99.5	95.5	110.9	112.1	90.1	97.0	93.5
4th	103.2	106.1	94.0	104.8	111.5	104.1	123.7	97.9	132.0	100.3	94.5	118.0	113.7	91.4	97.6	95.1
1977																
1st qtr	103.5	107.4	103.1	105.6	112.0	107.3	119.8	96.0	133.5	101.2	97.5	113.9	115.4	79.8	97.8	97.3
2nd	102.2	105.6	104.5	103.1	110.2	104.8	119.1	94.4	132.7	100.5	94.3	117.3	113.0	90.4	99.9	95.0
3rd	102.4	105.5	104.0	103.1	110.1	105.7	117.4	92.3	131.3	99.8	92.9	118.0	115.2	83.4	97.5	96.2
1976																
Jul	101.8	104.5	86	104.1	113	104	127	96	127	101	96	111	111	88	105	92
Aug	101.2	103.8	87	103.2	112	104	124	92	128	99	96	111	112	92	91	96
Sept	102.4	105.2	89	104.4	113	106	125	101	132	99	95	111	113	90	95	93
Oct	102.8	105.5	92	104.8	112	104	125	100	129	100	94	117	113	87	100	97
Nov	103.4	106.2	94	105.0	111	106	121	98	135	100	95	118	114	96	98	93
Dec	103.5	106.4	96	104.5	111	102	125	96	132	100	95	119	114	92	95	95
1977																
Jan	103.7	107.6	101	105.4	111	107	118	91	129	102	98	114	116	77	100	97
Feb	103.4	107.3	103	105.6	112	108	118	101	136	100	98	114	115	81	94	98
Mar	103.5	107.4	105	105.7	113	106	124	96	136	101	97	114	115	82	100	97
Apr	102.5	106.0	103	103.7	112	108	120	94	133	101	95	117	113	88	102	96
May	103.7	107.5	105	105.2	110	105	119	92	135	102	94	117	113	93	104	99
Jun	100.3	103.4	105	100.3	108	102	118	96	131	98	93	118	113	90	93	90
Jul	102.4	105.5	103	103.6	112	106	121	94	130	100	93	118	114	77	100	98
Aug	102.7	105.8	104	103.2	108	105	114	92	134	100	93	118	116	88	96	95
Sept p	102.0	105.1	105	102.6	110	106	117	91	130	99	93	118	116	85	96	95
% change latest 3 months on previous 3 months	+0.2	−0.2	−0.4	0.0	−0.1	+0.8	−1.4	−2.2	−1.1	−0.7	−1.4	+0.6	+2.0	−7.8	−2.4	+1.2
on a year earlier	+0.5	+0.9	+19.3	−0.7	−2.2	+0.9	−6.4	−4.4	+1.8	+0.3	−2.7	+6.4	+2.8	−7.5	+0.5	+2.9

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc	Pottery and glass	Timber, furniture, etc	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1971	91.3	89.8	95.8	102.2	100.6	103.0	105.4	108.1	107.0	109.8	103.0	97.3	99.8	103.1	104.0
1972	91.4	89.4	97.3	104.5	102.9	104.5	107.8	115.2	115.1	115.3	113.5	102.7	104.3	104.9	111.6
1973	100.0	97.3	108.5	110.1	108.6	101.1	114.6	126.0	123.7	129.5	132.6	112.1	116.6	107.0	118.3
1974	91.7	87.7	104.2	103.1	99.2	94.9	112.2	116.6	108.3	129.5	112.1	108.9	114.5	97.9	118.9
1975	78.6	74.2	92.2	99.5	93.8	92.9	112.2	107.7	99.7	120.4	110.2	95.6	105.4	92.6	120.8
1976	85.2	82.0	95.2	101.7	97.4	95.6	111.3	111.2	101.8	125.9	111.7	97.9	114.7	88.9	123.5
1976															
2nd qtr	87.7	85.2	95.8	99.7	95.2	93.8	109.8	110.6	101.8	124.3	110.3	98.0	113.0	90.0	124.3
3rd	86.4	83.4	95.7	101.7	97.5	94.7	111.4	113.5	102.5	130.6	112.3	98.4	114.1	86.2	119.8
4th	85.1	81.6	96.1	103.6	99.3	95.9	113.4	110.7	98.9	129.1	113.0	100.1	121.3	86.8	125.0
1977															
1st qtr	84.2	79.7	98.2	105.1	99.5	97.2	117.8	108.8	96.7	127.9	109.6	102.7	123.2	80.9	128.7
2nd	80.7	77.2	91.7	98.5	91.9	87.1	113.6	106.4	93.6	126.3	96.8	100.9	115.2	82.3	132.0
3rd	83.2	80.8	90.8	101.8	93.5	91.6	120.5	100.7	92.3	113.8	99.9	101.4	115.3		129.7
1976															
Jul	87	83	97	100	97	95	109	114	101	134	111	99	110		119
Aug	87	85	94	101	97	95	110	112	102	128	113	98	113		119
Sept	86	82	96	104	99	95	115	114	104	130	113	98	120		122
Oct	86	82	100	104	99	96	113	109	99	125	117	101	120		119
Nov	85	83	91	103	99	96	111	112	99	132	111	99	123		125
Dec	84	80	97	105	100	96	116	111	99	131	111	100	120		131
1977															
Jan	87	83	100	105	101	97	114	108	95	130	111	102	122		133
Feb	84	79	97	106	100	97	120	107	97	123	110	103	124		127
Mar	82	77	97	105	98	97	119	111	98	131	108	103	123		126
Apr	78	72	97	100	94	87	115	106	93	126	100	101	116		131
May	90	90	89	100	94	87	115	110	96	133	100	102	120		131
Jun	75	70	89	96	89	87	111	103	92	120	90	100	110		134
Jul	87	85	92	102	96	92	117	101	91	118	100	100	115		126
Aug	79	76	88	101	92	92	121	101	94	112	102	103	122		133
Sept p	84	81	92	102	92	92	124	100	93	111	98	101	109		130
% change latest 3 months on previous 3 months	+3.1	+4.7	−1.0	+3.4	+1.6	+5.1	+6.0	−5.3	−1.4	−9.9	+3.2	+0.5	+0.1		−1.7
on a year earlier	−3.7	−3.1	−5.2	+0.1	−4.1	−3.3	+8.2	−11.2	−9.9	−12.8	−11.1	+3.1	+1.1		+8.3

p Provisional.

Engineering industries: indices of production up to August

Provisional estimates of the indices of production for engineering industries up to August indicate that the slight recovery recorded last winter up to the first quarter of 1977 has not been maintained in later months. For the combined sectors, output fell back by over 2 per cent between the first quarter and the period June to August to its earlier level.

Most industries in mechanical engineering experienced some decrease in production. Only compressors and fluid power equipment, industrial plant and fabricated steelwork, and the mixed category of other mechanical engineering products showed any improvement over the average level in the second half of 1976. The small instrument engineering sector showed a 3½ per cent rise in ouput between the first quarter of 1977 and the period June to August, reflecting mostly some further growth in the scientific and industrial instruments industry.

The experience of the industries in electrical engineering was more varied. Although many industries continued depressed, showing mainly small and moderate decreases since the first quarter, the electronic sector fared slightly better with computers and electronic capital goods in particular recording quite substantial increases in output. For the sector as a whole, the level in the latest three months up to August fell by 1 per cent compared with the first quarter but still showed some improvement over the preceding period.

These new series of production at industry level were introduced in an article in *Trade and Industry*, 9 September 1977, whilst a run of annual indices of production together with an article on recent improvements to the series appeared in *Trade and Industry*, 10 June 1977. **Inquiries.** On the article and the statistics: Mr I. P. Tutt, Branch EcS 3A, Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770. Requests for quarterly indices for past years: Mr G. Robinson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel. 01-233 8310.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Indices of production for engineering industries

Seasonally adjusted volume indices

MLH		1970 — 100 Weight (percentage)	1974	1975	1976 p	1976 1st qtr	1976 2nd qtr	1976 3rd qtr p	1976 4th qtr p	1977 1st qtr p	1977 2nd qtr p	1977 June-Aug p average[1]
3310	Agricultural machinery	1.05	132.1	113.5	109.3	107.2	104.6	107.7	117.6	115.0	102.5	103.1
3320	Machine tools	4.01	77.7	73.6	61.6	65.6	62.4	57.4	61.1	60.0	56.3	55.3
3331	Pumps	1.02	118.1	122.9	132.4	130.8	131.1	131.4	136.1	138.2	137.2	131.6
3332	Valves	1.49	104.4	106.6	101.1	98.8	98.6	99.0	108.2	109.9	103.8	102.3
3333/4	Compressors	1.85	116.4	109.0	103.8	102.7	105.0	101.9	105.7	109.4	109.8	111.3
3340	Industrial engines	1.61	108.6	125.9	121.5	128.4	127.8	117.4	112.4	135.1	128.4	125.1
3350	Textile machinery	2.25	111.3	111.8	75.4	89.6	79.0	68.4	64.7	55.7	48.6	49.4
3360	Construction equipment	2.82	120.2	127.8	124.8	125.6	127.3	123.1	123.2	142.5	127.5	117.9
3370	Mechanical handling equipment	3.47	106.7	116.2	104.0	105.0	104.1	103.0	104.0	109.3	106.2	104.2
3380	Office machinery[2]	2.03	109.0	103.6	103.9	99.2	100.6	100.8	115.1	108.6	106.8	106.8
3391	Mining machinery	1.04	136.0	171.0	159.1	166.0	163.3	153.8	153.4	136.4	145.7	145.6
3392	Printing and paper machinery[2]	1.02	93.5	83.9	76.3	73.9	74.9	82.4	74.1	79.1	77.4	75.1
3393/4	Refrigerating and space-heating machinery	2.32	104.7	99.4	92.8	93.3	90.2	93.1	94.7	96.4	93.0	91.6
3395/6	Weighing machinery and power tools	1.08	110.3	102.8	102.0	93.0	102.4	113.8	98.8	100.8	106.5	102.8
3397/8	Food processing machinery : packaging machinery	1.53	119.5	128.3	118.9	125.3	123.1	120.2	107.2	113.4	108.8	106.7
3399	Other non-eletrical machinery	4.99	95.2	84.7	80.9	80.7	88.8	77.4	76.8	94.4	78.7	75.2
3414	Constructional steelwork	3.11	123.0	119.3	105.2	112.0	105.1	104.4	99.4	106.7	95.2	90.7
3415	Industrial plant and fabricated steelwork	7.92	88.0	87.3	85.2	90.2	83.5	87.5	79.7	75.2	81.1	85.3
3491	Ball roller and plain bearings	3.17	115.2	109.9	106.9	103.3	107.7	106.9	109.6	107.1	106.5	105.8
3492	Other mechanical engineering	7.40	115.5	105.0	96.2	99.0	99.0	94.2	92.7	94.6	96.2	96.6
	Mechanical engineering[2]	55.16	106.2	104.2	96.7	98.9	97.9	95.5	94.5	97.5	94.2	93.2
3510	Photographic and copying equipment	0.80	101.5	96.1	94.4	85.7	96.6	89.8	105.4	92.9	97.7	93.3
3520	Watches and clocks	0.53	141.8	144.7	129.3	129.4	123.7	129.0	134.9	121.1	120.0	130.6
3530	Surgical instruments	1.18	145.6	137.3	121.1	116.8	126.6	119.6	121.5	125.5	124.4	121.2
3540	Scientific and industrial instruments	5.69	112.4	115.5	112.7	109.5	113.5	110.4	117.4	113.8	118.4	119.5
		8.19	118.0	118.6	113.2	109.5	114.4	110.4	118.0	113.9	117.3	117.9
3610	Electrical machinery	7.25	93.0	97.9	94.5	91.5	95.9	95.3	95.1	99.6	98.0	96.8
3620	Wires and cables	2.91	110.0	93.5	95.4	90.7	95.0	95.6	100.4	103.3	100.1	100.1
3630	Telecommunications	3.28	117.5	114.4	100.3	109.1	106.2	96.8	89.2	83.7	81.9	83.4
3640	Electronic components	5.48	145.7	111.4	113.5	105.1	113.4	113.3	122.1	125.5	127.1	125.5
3651	Records and tapes	0.42	194.3	197.4	187.9	186.2	199.4	185.3	180.7	216.0	195.9	176.0
3652	Broadcasting equipment	2.75	199.0	168.6	157.6	136.7	148.5	169.0	176.3	148.3	141.7	160.2
3660	Computers	1.43	135.0	158.8	169.8	170.8	159.5	171.7	177.2	180.7	190.9	208.8
3670	Electronic capital goods	4.30	93.4	97.1	101.6	97.6	100.5	103.7	104.5	108.7	112.9	120.6
3680	Domestic electrical appliances	2.99	143.4	134.4	123.1	117.7	113.6	130.4	130.6	139.5	119.7	—[3]
3691	Electric parts for vehicles	1.90	120.6	95.9	96.7	98.5	98.1	94.8	96.5	96.7	95.9	87.5
3692/3	Batteries	1.46	119.0	117.2	116.4	120.2	125.3	113.0	107.3	121.7	110.5	105.9
3694/5	Lamps and other electrical	2.50	104.9	95.6	93.4	91.8	94.2	93.5	94.0	97.7	98.0	95.5
	Electrical engineering	36.65	122.6	113.2	110.7	107.0	110.1	112.1	113.7	115.4	113.0	114.4
	Combined engineering[2]	100.00	113.1	108.7	103.2	102.7	103.7	102.9	103.5	105.4	103.0	103.0

[1] Averages for other than a calendar quarter should not be compared with those in the preceding column ; the estimates are not independent and are subject to erratic variation and later revisions. Comparisons with earlier quarters provide more reliable guides to recent trends. [2] The series for office machinery, and printing and paper machinery, have been revised following the correction of reporting discrepancies. The latter industry has been revised from 1974 onwards, and the former (MLH 3380) has been amended from the base year. The revised annual indices for earlier years, replacing those published in *Trade and Industry*, 10 June 1977, are given below, together with the series for mechanical engineering and combined engineering, which have been slightly amended as a consequence of the revisions to both industry series.

	1970	1971	1972	1973
Office machinery (3380)	100.0	91.5	97.4	108.1
Mechanical engineering	100.0	97.4	93.6	101.9
Combined engineering	100.0	99.4	99.1	109.7

[3] Later figures not available owing to insufficient response. p Provisional estimates

Selective financial assistance under the Industry Act 1972

Regional assistance under section 7: offers of £10,000 or more

The table below shows offers of £10,000 or more made since 31 July 1974 under section 7 of the Industry Act 1972 against which a first payment to the company concerned was made in the period 1 July to 30 September 1977. Offers of interest relief grant with a loan equivalent of £10,000 or more are also shown.
Inquiries: 01-211 4216.

Area and company	Type of assistance (see notes at foot of table)	Amount of assistance committed (£)	Standard industrial classification (minimum list heading): the activity involved is production unless otherwise stated	Reason (see notes at foot of table)
Scotland				
Abbey Chemicals Ltd	IRG and RG	212 500	Chemicals	A
Walter Alexander and Co (Coachbuilders) Ltd	IRG	41 125	Motor vehicles	A
Alexandra Overalls Manufacturing Ltd	IRG	7 200	Overalls	A
Andrew Antenna Systems	RG	37 000	Radio and electronic components	A
AQS Forth Ltd	IRG	56 000	Stone quarrying and mining	A
Bellshill Engine Sales Ltd	IRG	39 975	Motor vehicles	A
British Polar Engines Ltd	LN	200 000	Marine engineering	A
John Brown Engineering	IRG	804 375	Industrial engines	A
Bryant and May Ltd	IRG	11 760	Chemicals	A
Caledonian Seafoods Ltd	IRG	12 650	Fish products	A
Cape Boards and Panels Ltd	IRG	262 800	Abrasives and building materials	A
Crown Cork Co Ltd	IRG	317 250	Cans and metal boxes	A
Dairyland Food Laboratories Inc	IRG	43 200	Chemicals	A
Andrew Denholm Ltd	IRG	49 500	Food processing machinery	A
Frazer Ross (Glasgow) Ltd	IRG	13 570	Overalls	A
Glen Alva Ltd	IRG	87 750	Hosiery and other knitted goods	A
Hawick Knitwear Ltd	IRG	17 750	Hosiery and other knitted goods	A
How Group (Scotland) Ltd	IRG	17 550	Ventilating equipment	A
Hydraulic Cranes (Scotland) Ltd	IRG	28 000	Construction and earth-moving equipment	A
Incase (UK) Ltd	IRG	20 800	Packaging products of paper, board etc	A
Kingston Yarn Spinners Ltd	IRG	24 750	Textile finishing	A
W. M. McCrindle and Son Ltd	IRG	27 000	Metal working machine tools	A
McGeoch and Croon Ltd	IRG	30 000	Construction	A
McKettrick Agnew and Co Ltd	LN	175 000	Radio and electronic components	A
F. Miller (Textiles) Ltd	IRG	132 500	Women's and girl's outerwear	A
New Safety Containers Ltd	IRG	16 200	Packaging products of paper, board etc	A
Palmers Scaffolding Ltd	IRG	20 400	Construction	A
Purpax Plastics Ltd	IRG	20 625	Plastics	A
Scott and Fyfe Ltd	IRG	56 000	Jute	A
Somerville Nails Ltd	IRG	26 950	Bolts, nuts etc	A
Spirax Binding (Scotland) Ltd	RG	26 325	Stationery	A
Stock Alloy Ltd	IRG	21 150	Iron and steel	A
Triadynamics (Stainless Steels) Ltd	IRG	16 562	Metal small-wares	A
Ulstein (UK) Ltd	IRG	60 200	Marine engineering	A
Andrew Valentine Holdings Ltd	RG	37 000	Printing, publishing	A
Stewart Wales, Somerville Ltd	IRG	8 925	Soap and detergents	A
West of Scotland Home Industries Ltd	IRG	23 000	Woollens and worsteds	A
Whyte and Edward Diecasting Co	IRG	10 500	Copper, brass and other copper alloys	A
Wilkie and Paul Ltd	IRG	73 800	Synthetic materials	A
Youngs Seafoods	IRG	48 000	Fish products	A
Total		3 135 642		
Wales				
W. Adams and E. G. Cooke (Galebourne Ltd)	LN	130 000	Synthetic materials	A
Automatic (Fruit) Designs Ltd	IRG	6 750	Electrical machinery	A
Avon Inflatables Ltd	LN	200 000	Rubber	A
Bowater Containers Ltd	IRG	116 000	Packaging products of paper, board etc	B
Bowling Reproduction	LN	100 000	Furniture and upholstery	A
Cadbury Ltd	IRG	10 000	Chocolate confectionery	A
Deesside Paperbox Co Ltd	IRG	5 000	Paper packaging	A
A. Eccleston and Sons Ltd	IRG	3 200	Bread and flour confectionery	A
E. T. M. Steel Fabrications Ltd	IRG	4 000	Iron and steel	A
Fabrelle Wallcoverings and Textiles Ltd	LN	100 000	Wallpaper	A
Green Spot Engineering Ltd	IRG	9 800	Motor vehicles	A
Kellogg Co of G.B. Ltd	IRG	910 000	Grain milling	A
Miles Laboratories Ltd	IRG	4 200	Pharmaceuticals	A
Pilkington P. E. Ltd	IRG	39 000	Radio and electronic components	A
Rumney Concrete Co Ltd	IRG	7 650	Building materials	A
Siebe Gorman and Co Ltd	RG	200 000	Mechanical engineering	A
Stewart and Thomas (Llanelli) Ltd	LN	12 000	Metal products	A
Yorkshire Imperial Metals Ltd	IRG	2 500	Copper, brass and other copper alloys	A
Total		1 860 100		
Yorkshire/Humberside				
A-Line Caravans Ltd	IRG	29 724	Motor vehicles	A
Ashby and Horner (Humberside) Ltd	IRG	10 204	Timber	A
Archer Engineering (Leeds) Ltd	IRG	6 054	Wire and wire manufactures	A
C. Backhouse Fabrications Ltd	IRG	13 160	Industrial plant and steelwork	A
Dale Electric of Great Britain Ltd	IRG	5 464	Electrical machinery	A
Albert Draper and Son Ltd	IRG	44 800	Base metals	A
Earnshaw Ltd	IRG	28 000	Dyestuffs and pigments	A
Esdale Ltd	LN	50 000	Engineers small tools and gauges	A
Fisher-Karpark Ltd	IRG	72 562	Scientific instruments	A
Albert Gait Holdings Ltd	IRG	11 813	Printing, publishing	A
Guanaria and Sons Ltd	IRG	1 972	Milk and milk products	A
Hill Bros (Hull) Ltd	IRG	6 791	Motor vehicles	A
Kings Mechanical Services Ltd	IRG	15 690	Ventilating equipment	A
Lloyds Cars Ltd	IRG	8 207	Mechanical engineering	A
Macawber Engineering Ltd	IRG	7 128	Mechanical handling equipment	A
National Westminster Bank Ltd	RGx3	54 700	Banking and bill discounting	A
Ruscador Ltd	IRG	5 536	Marine engineering	A
Sea Land Foods Ltd	IRG	1 920	Fish products	A
Suncharm Ltd	IRG	24 850	Soft drinks	A
The Stanley Press Ltd	IRG	5 612	Printing, publishing	A
James Walker and Sons Ltd	IRG	22 304	Woollens and worsteds	
Total		426 491		
North West				
J. Bibby and Sons Ltd	IRG	7 800	Oils and fats	A
The Bifold Co Ltd	IRG	2 880	Pumps, valves and compressors	A
British Industrial Sand Ltd	RGx3	35 127	Sand and gravel extraction	A
Matthew Brown and Co Ltd	IRG	16 800	Brewing and malting	A
BSH Electronics (Manchester) Ltd	IRG	8 413	Radio and electronic components	A
Burlington Slate Ltd	IRG	49 910	Stone quarrying and mining	B
Cooper Merseyside Ltd	IRG	8 500	Aerospace equipment	B
Creynor Construction Ltd	IRG	3 896	Timber	A
Cumbria Crystal Ltd	IRG	13 561	Glass	A

Area and company	Type of assistance (see notes at foot of table)	Amount of assistance committed (£)	Standard industrial classification (minimum list heading) : the activity involved is production unless otherwise stated	Reason (see notes at foot of table)
Dats Holdings Ltd	IRG and RGx2	177 080	Consulting engineers	A
Delmer Engineering Ltd	IRG	7 130	Industrial plant	A
Edmundson Electrical Ltd	RGx3	180 240	Electrical wholesalers	A
Elastomer Engineering Ltd	IRG	1 918	Rubber	A
Evertaut Ltd	IRG	2 040	Paint spray coating	A
Express Dairy Foods Ltd	IRG	7 680	Milk and milk products	A
Ferranti Ltd	IRG	82 500	Ordnance and small arms	A
Ferranti Ltd	IRG	480 000	Electrical machinery	B
Freemans (London SW9) Ltd	IRG	2 160	Mail order retailers	A
Graham Sheetmetal Fabricators	IRG	5 750	Metal goods	A
Intext Yarns (Manufacturing) Ltd	RGx3	88 378	Research and development services	A
Jensen Bros (Furniture) Ltd	IRG	2 829	Furniture and upholstery	A
Keyes Huntsman Ltd	IRG	352 000	Plastics products	A
Lancashire Tar Distillers Ltd	IRG	24 640	Chemicals	A
M. D. Makin (Holdings) Ltd	IRG	4 793	Synthetic materials	A
Marcus Engineering (Wirral) Co Ltd	IRG	6 615	Engineering tools	A
Marley Buildings Ltd	RG	25 273	Building materials	A
Chas Martin and Co Ltd	IRG and RG	5 680	Mechanical engineering	A
Moss Bridge Yarns Ltd	IRG	25 070	Carpets	A
L. Noel and Sons Ltd	RG	41 978	Fruit and vegetable products	A
Nymofil Ltd	IRG	21 000	Man-made fibres	A
Parflo Engineering Ltd	IRG	3 550	Steel tubes	A
P. and E. Fabricators and Engineers Ltd	IRG	4 485	Metal industries	A
Plasticotta (UK) Ltd	IRG	11 500	Textile finishing	A
J. Pollitt and Son Ltd	IRG	13 668	Chocolate confectionery	A
P. and R. Engineering Ltd	IRG	1 200	Mechanical engineering	A
Protected Conductors Ltd	IRG	7 606	Insulated wires and cables	A
Quantrate Ltd	IRG	3 220	Iron castings	A
W. M. Reed and Sons	IRG	209 250	Weaving	A
Stationery Metalwork (Northern) Ltd	IRG	3 815	Metal products	A
James Sutcliffe and Son (Foods) Ltd	IRG	2 625	Bacon, meat and fish products	A
W. M. Wadsworth and Sons Ltd	IRG	69 700	Mechanical handling equipment	A
Wainwright and Gibson Ltd	IRG	13 110	Electrical machinery	A
Ward Knowles Ltd	IRG	17 600	Stationery	A
R. R. Whitehead and Bros Ltd	IRG	10 264	Woollens and worsteds	A
Workwear Rentals Ltd	IRG	6 048	Men's wear	A
Total		2 069 282		
Northern				
W. M. Allison and Sons Ltd	IRG	1 680	Construction	A
Automobile Association	IRG & RGx3	771 298	Insurance	A
Autoreads and Accessories Ltd	IRG	43 470	Rubber	A
Wm Brown's Sawmills Ltd	IRG	305 500	Timber	A
Ralph Coidan Ltd	IRG	18 792	Aluminium alloys	A
Ebac Ltd	IRG	5 359	Ventilating equipment	A
Filmco International Inc	IRG	134 780	Plastic products	A
Glanweld Ltd	IRG	22 540	Metal products	A
E. W. Harrison and Son Ltd	IRG	3 290	Printing, publishing	A
H. E. Textiles Ltd	IRG	2 295	Men's and boys' wear	A
Hetton Paper Co Ltd	IRG	14 444	Paper and board	A
Stanley Hill and Son Ltd	IRG	16 920	Bread and flour confectionery	A
L/L Hovland Ullvarefabrik	IRG	62 130	Textile finishing	A
ICI Ltd (Petrochemicals)	IRG	42 000	Chemicals	A
ICI Ltd (Petrochemicals)	IRG	42 000	Chemicals	A
ICI Ltd (Petrochemicals)	IRG	16 000	Chemicals	A
ICI Ltd (Water Treatment Plant)	IRG	8 400	Chemicals	A
K. Shoemakers Ltd	RG	66 870	Footwear	A
Melinate Products Ltd	LN	300 000	Synthetic materials	A
Mott, Hay and Anderson Holdings	RG	29 435	Civil engineers	A
Northern Assemblies (Coachbuilders) Ltd	IRG	26 957	Motor vehicles	A
Process Scientific Innovations Ltd	IRG	2 900	Pumps, valves and compressors	A
Redalac Engineering Co Ltd	IRG	2 200	Metal products	A
Smart and Brown Lighting Ltd	IRG	300 300	Electrical goods	A
Tor Coatings Ltd	IRG	2 025	Paint	A
Tyne-Tees Filtration Ltd	IRG	4 080	Made-up textiles	A
D. D. Underwood and Sons Ltd	IRG	4 050	Soft drinks	A
Union Carbide (UK) Ltd	IRG	253 680	Radio and electronic components	A
Verichrome Plating Services Ltd	IRG	6 120	Metal products	A
Vetro Resin Engineering Ltd	LN	100 000	Plastic Products	A
Vickers Ltd (Michell Bearings)	IRG	344 000	Ball and roller bearings	B
Watcliff Co Ltd	RG	14 000	Electrical machinery	A
West Coast Tanneries Ltd	GR	75 000	Tanning and Dressing	B
Total		3 042 515		
South West				
Magnetic Components Ltd	LN	180 000	Radio and electronic components	B
Martins Dairies (Looe) Ltd	LN	75 000	Milk and milk products	A
Ken Wood and Sons Developments (Cornwall) Ltd	IRG	4 260	Agricultural machinery	A
Total		259 260		
East Midlands				
Brett Plastics Ltd	IRG	13 000	Plastic products	A
Dalkeith Knitwear Ltd	IRG	15 300	Hosiery and other knitted goods	A
Dexion-Comino International Ltd	IRG	7 200	Metal products	A
Eurographics c/o P. M. Sapper and Co.	IRG & RG	2 306	Printing, publishing	A
Newell Dunford Engineering Ltd	IRG	22 000	Process plant engineers	A
Spraysafe Automatic Sprinklers Ltd	LN	45 000	Fire extinguishing apparatus	A
Total		104 806		
Total amount of assistance committed		10 898 096		
Total amount paid in regional selective assistance during period		9 201 000		

IRG	Interest relief grant	GR	Grant
LN	Loan	A	New jobs being created
RG	Removal grant	B	Preservation of employment

Sectoral assistance under section 8 of the Industry Act 1972

The table shows offers of sectoral assistance amounting to £5,000 or more against which first payments were made to the companies concerned in the period 1 July to 30 September 1977.

Area and company	Amount of assistance committed (£)
Clothing industry scheme	
North West	
Bairdwear Ltd	37 685
Danimac Ltd	12 241
I. and M. Kindler Ltd	6 650
Taylor and Hartley Ltd	6 780
V. G. Garments Ltd	15 117
H. Braddocks Ltd	7 816
Norseman Rainwear	19 412
Yorkshire and Humberside	
Beau Brummel Ltd	8 058
I. J. Dewhirst Ltd	178 000
Harrison Gloucester Ltd	48 027
W. J. Fotherby Ltd	5 865
South Eastern	
H. B. Goodman Ltd	7 833
S. and L. Detong Ltd	20 372
L. S. and J. Sussman Ltd	16 575
Scotland	
F. Miller (Textiles) Ltd	16 185
Daks-Simpson Ltd	48 129
Daks-Simpson Ltd	8 565
West Midlands	
Lerose Ltd	24 324
Wearwell Overalls Ltd	40 296
Wearwell Overalls Ltd	19 836

Area and company	Amount of assistance committed (£)
East Midlands	
Burnham Manufacturer Ltd	37 275
Burnham Manufacturer Ltd	15 267
Northern	
May Belts Ltd	8 956
P. Shapira Ltd	14 002
Northern Ireland	
A. E. McCandless Ltd	5 882
Wales	
N. M. Williams and Co Ltd	5 772
Eastern	
D. Gurteen and Sons	5 000
South Western	
Unity Corset	8 250

Ferrous foundry industry scheme

Area and company	Amount of assistance committed (£)
East and West Midlands	
Bamford Ltd	124 500
Brockhouse Castings Ltd	149 350
Ham Baker and Co Ltd	94 700
John Smith and Co (Derby) Ltd	15 125
J. and J. Siddons Ltd	42 225
Parker Foundry Ltd	180 000
RMI (Smethwick) Ltd	719 000
Sterling Metals Ltd	716 500
Timsons Ltd	14 750
Jones and Attwood Ltd	41 200
South West	
Stothert and Pitt Ltd	43 150
The Cronite Foundry Co Ltd	18 540
North West	
W. H. Booth and Co Ltd	24 470
John Hawthorn and Co Ltd	17 880
Northern	
Alston Foundry Ltd	383 150
Eastern	
Millars Machinery Co Ltd	148 350
Scotland	
Weir Pumps Ltd	502 750
Yorkshire and Humberside	
E. Green and Sons (Castings) Ltd	56 125
O. H. Steel Founders and Engineers Ltd	1 035 900
William Lee Malleable Ltd	24 125

Machine tool industry scheme

Area and company	Amount of assistance committed (£)
Yorkshire and Humberside	
Butler Machine Tool Co Ltd	104 600
North West	
Cross International AG UK Branch	39 000
Hyde Industrial Holdings Ltd	36 960
West Midlands	
Jones and Attwood Ltd	43 630
South West	
Redman Engineering Ltd	34 562
Eastern	
Newall Engineering Co Ltd	35 400
Penton Tools Ltd	78 000
Colchester Lathe Co Ltd	541 650
London and South Eastern	
Tooling Products (Langrish) Ltd	13 451

Paper and board industry scheme

Area and company	Amount of assistance committed (£)
Wales	
British Tissues Ltd	122 265
South West	
Wansbrough Paper Co Ltd	371 750
London and South Eastern	
Reed Paper and Board (UK) Ltd	1 127 101
Bowaters (UK) Paper Co Ltd	128 475
Scotland	
Inveresk Paper Co Ltd	123 000
North West	
Bowater-Scott Corporation Ltd	507 280
Eastern	
Thames Board Mills	174 500
London and South Eastern	
Bowater (UK) Paper Co Ltd	186 175
C. Townsend Hook and Co Ltd	58 250

The first payments to the following companies were made in the period 1 April to 30 June. The amount of assistance committed was given incorrectly in *Trade and Industry* 23 September 1977.

Poultrymeat processing industry scheme

Area and company	Amount of assistance committed (£)
Yorkshire and Humberside	
J. A. Willis (Northallerton) Ltd	28 316
Scotland	
D. B. Marshall (Newbridge) Ltd	88 543

Assistance to the printing machinery industry

Area and company	Amount of assistance committed (£)
London and South Eastern	
The Monotype Corporation Ltd	429 700
Eastern	
Baker Perkins Ltd	78 900

Redmeat slaughtering industry scheme

Area and company	Amount of assistance committed (£)
Scotland	
Thomas Borthwick and Sons (UK) Ltd	41 257
South West	
Jotcham Brothers (Langport) Ltd	87 123

Assistance to the textile machinery industry

Area and company	Amount of assistance committed (£)
Yorkshire and Humberside	
John T. Hardaker Ltd	17 538
Joseph Sellers Ltd	23 069

Accelerated projects scheme

Announced in the chancellor's budget speech in April 1975, the accelerated projects scheme was a selective scheme to promote counter-cyclical investment and modernisation which would not otherwise have taken place due to the adverse economic climate. The main criteria were that projects should be a net addition to the firm's capital investment programme; that they would be deferred but for government assistance; that they should be commercially sound; and that they should lead to an improvement in the balance of payments.

The table shows offers made since 1 September 1975 against which a first payment was made to the company concerned in the period 1 July to 30 September 1975.

Area and company	Product/ activity	Type of assis- tance[1]	Amount of assistance committed (£)
Scotland			
Borg Warner Ltd	Synthetic resins	IRG	924 000
North West			
Associated Biscuits Ltd	Biscuits	IRG	54 000
FEB (Great Britain) Ltd	Chemical products	IRG	61 100
GEC Switchgear Co Ltd	Switchgear	IRG	134 580
Yorkshire and Humberside			
Albright and Wilson Ltd	Pesticides	IRG	82 000
Hickson and Welch Ltd	Organic chemicals	IRG	100 000
West Midlands			
J. Brockhouse and Co Ltd	Mechanical handling equipment	IRG	35 000
West Midlands (contd)			
Steatite and Porcelain Products Ltd	Industrial ceramics	IRG	179 953
Henry Wiggin Ltd	Nickel alloys	IRG	1 021 050
Josiah Wedgwood and Sons Ltd	Tableware	IRG	76 000
Wilmot Breeden Ltd	Car components	IRG	71 000
EastMidlands			
T. I. Chesterfield Ltd	Steel tubes	IRG	56 500
Eastern			
Crane Ltd	Iron castings	IRG	70 000
South West			
BDH Chemicals Ltd	Chemicals	IRG	200 000

[1] IRG – Interest relief grant.

Release dates of economic statistics to be published in December

Information in the table is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in December. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Inquiries about individual series should be addressed to the source named.

	Method of release	Source
1 Thur		
Unemployment (Oct – final) Employment in the production industries (Sep) Overtime and short-time working in manufacturing industries (Sep) Stoppages of work due to industrial disputes (Oct)	*Gazette*	Department of Employment
2 Fri		
Sales and orders in the engineering industries (Aug)	*Trade and Industry*	Department of Industry
Capital issues and redemptions (during the month of Nov)	PN	Bank of England
UK official reserves (Nov)	PN	HM Treasury
5 Mon		
Public sector borrowing requirement and details of local authority borrowing (3rd qtr)	PN	CSO
Wholesale price index numbers (Nov – prov)	PN	Department of Industry
Hire purchase and other instalment credit business (Oct)	PN	Department of Trade
Retail sales (Oct – final)	PN	Department of Trade
Housing starts and completions (Oct) House renovation grants approved (Oct)	PN	Department of the Environment

	Method of release	Source
6 Tue		
Provisional figures of vehicle production (Nov)	PN	Department of Industry
7 Wed		
UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Nov)	PN	Bank of England
London clearing banks' monthly statement (mid-Nov)	PN	CLCB
United Kingdom balance of payments (3rd qtr)	PN	CSO
8 Thur		
Construction – output (3rd qtr)	PN	Department of the Environment
Survey of short-term export prospects (9th survey – Oct)	PN	Department of Trade
9 Fri		
Company liquidity survey (3rd qtr)	*Trade and Industry*	Department of Industry
Central government financial transactions (including borrowing requirement) (Nov)	PN	HM Treasury
12 Mon		
Retail sales (Nov – prov)	PN	Department of Trade
13 Tue		
Index of industrial production (Oct – prov)	PN	CSO
14 Wed		
Balance of payments current account and overseas trade figures (Nov)	PN	Department of Trade/ CSO
Building Societies' receipts and loans (Nov)	PN	BSA
15 Thur		
UK banking sector statistics (3rd qtr) Financing of the Central Government Borrowing Requirement (3rd qtr) Money stock (3rd qtr)	*Bulletin*	Bank of England
UK banks' assets and liabilities and the money stock (mid-Nov)	PN	Bank of England
London dollar and sterling certificates of deposit (mid-Nov)	PN	Bank of England
16 Fri		
Usable steel production (Nov)	PN	BSC/BISPA
Retail prices index (Nov)	PN	Department of Employment
18 Sun		
National Savings monthly progress report (Nov)	PN	National Savings Committee
19 Mon		
CBI Monthly Trends Inquiry (Dec)	PN	CBI
National Food Survey report on consumption (3rd qtr)	PN	MAFF
Gross domestic product (3rd qtr – prov)	PN	CSO
Basic rates of wages and normal weekly hours (Nov) Monthly index of average earnings (Oct)	PN	Department of Employment
20 Tue		
Unemployment (Dec – prov) Unfilled vacancies (Dec – prov)	PN	Department of Employment
21 Wed		
Construction – new orders (Oct)	PN	Department of the Environment
22 Thur		
Car and commercial vehicle production (Nov – final)	PN	Department of Industry
Finished steel consumption and stock changes (3rd qtr – final)	PN	Department of Industry
Capital expenditure by the manufacturing, distributive and service industries (3rd qtr – rev) Manufacturers' and distributors' stocks (3rd qtr – rev)	PN	Department of Industry
New vehicle registrations (Nov)	PN	Department of Transport
Bricks and cement production (Nov)	PN	Department of the Environment
23 Fri		
Quarterly analysis of bank advances (mid-Nov)	PN	Bank of England
29 Thur		
Energy Trends	PN	Department of Energy

PN press notice.

Footwear industry: orders, deliveries and stocks in August

In the three months ended August 1977 deliveries in the footwear industry were estimated to be 7 per cent lower on a seasonally adjusted pairage basis, than in the three months ended May 1977. Net new orders were 19 per cent lower than in the previous three months, while at the end of August orders on hand were 23 per cent down on the May 1977 level. The index of output in the three months ended August 1977 remained at the same level as in the three months ended May 1977.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (minimum list heading 450 of the standard industrial classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

The data on pairage and value relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Inquiries: 01-212 6787.

Index of output: orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

		Index of output 1970 = 100	Orders-on-hand (end period)		Net new orders			Deliveries			Stocks (end period)
			Million pairs	£m	Million pairs		£m	Million pairs		£m	Million pairs
1966			33.6					16.4			
1967			37.8		16.5			16.1			
1968		113	41.6		17.3			17.0			
1969		108	34.6		15.9			16.5			
1970		100	38.9		16.6			16.2			
1971		108	32.5	55.7	15.7			16.2		23.8	19.4
1972		104	29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973		108	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974		107	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975		101	38.8	91.8	13.2		36.2	13.7		35.1	15.8
1976		101	46.8	132.9	13.8		42.8	13.1		39.4	14.4
		Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1975	1st quarter	106	36.2	63.2	11.9	11.0	31.3	14.6	14.6	36.7	18.3
	2nd	95	41.2	82.4	14.0	13.4	36.8	12.3	13.1	30.4	23.1
	3rd	101	33.1	70.0	11.4	13.9	33.1	14.1	13.8	37.2	17.4
	4th	101	38.8	91.8	15.5	14.6	43.4	13.6	13.4	36.1	15.8
1976	1st quarter	101	42.6	89.2	14.6	13.1	38.9	13.3	12.9	39.8	19.0
	2nd	99	46.3	107.5	12.8	12.8	40.4	11.5	12.4	34.3	20.9
	3rd	99	36.9	89.7	10.0	12.0	34.7	13.2	12.8	40.7	17.2
	4th	106	46.8	132.9	17.6	16.9	57.3	14.3	14.1	42.9	14.4
1977	1st quarter	107	57.6	140.9	17.4	16.0	51.7	13.8	13.5	49.0	14.7
	2nd p	106	57.3	154.4	12.6	12.2	48.3	12.8	13.8	43.8	17.2
1976	January	105	38.9	88.2	13.2	13.4	33.9	13.1	13.8	37.6	
	February	104	40.0	89.3	14.1	13.2	40.3	12.9	12.8	39.2	
	March	94	42.6	89.2	16.5	12.8	42.5	13.9	12.1	42.6	
	April	95	43.2	94.4	12.2	9.7	39.7	11.6	12.0	34.5	
	May	103	48.0	108.4	15.9	15.4	47.0	11.1	13.1	33.0	
	June	100	46.3	107.5	10.2	13.4	34.4	11.8	12.2	35.3	
	July	95	40.8	90.7	6.3	10.3	20.2	11.8	12.2	37.0	
	August	97	38.1	87.9	8.8	11.4	33.7	11.4	12.0	36.6	
	September	105	36.9	89.7	15.1	14.2	50.3	16.2	14.1	48.5	
	October	104	44.9	111.7	23.6	19.0	67.6	15.6	14.2	45.7	
	November	101	45.9	126.0	15.6	12.7	59.1	14.6	13.1	44.8	
	December	111	46.8	132.9	13.6	19.1	45.0	12.6	15.2	38.1	
1977	January	105	51.8	133.8	16.8	17.9	42.7	11.9	13.1	41.8	
	February	111	54.2	136.9	16.4	15.4	52.6	14.0	13.8	49.5	
	March	104	57.6	140.9	19.1	14.8	59.7	15.6	13.7	55.7	
	April p	98	60.3	153.7	14.6	12.2	53.2	11.9	12.9	40.4	
	May p	114	62.4	164.2	15.8	14.6	56.4	13.7	15.4	45.9	
	June p	107	57.3	154.4	7.5	9.9	35.2	12.7	13.1	45.1	
	July p	101	54.5	140.1	9.1	15.6	29.3	11.9	12.8	43.7	
	August p	109	47.9	128.0	6.6	8.2	37.7	13.2	13.2	49.8	

p Provisional.

[1] Based on early returns, seasonally adjusted deliveries in September are expected to be 14 million pairs.

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SD 8	Instalment credit business of retailers for September 1977

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Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 18 November 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Movietone News 2528	BR/E 39195/20/11/82	8	18 November	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Serail	EC 39371 20/11/82	90	18 November	Contemporary Films Ltd	Filmoblic, Open Films and Institut National de l'Audiovisuel, Paris
FOREIGN					
The Other Cinderella	F 39370	86	17 November	Alpha Films Ltd	Group One International Distribution Organisation Ltd, Los Angeles, USA

AMENDMENT TO THE REGISTER

The title of the film 'The Magnificent Seven Deadly Sins', BR/E 35817/4/12/76, has been amended to: a 'The Magnificent Seven Deadly Sins'; b 'Avarice'; c 'Envy'; d 'Gluttony'; e 'Lust'; f 'Pride'; g 'Sloth'; h 'Wrath' and the playing times: a 107 minutes; b 16 minutes; c 15 minutes; d 19 minutes; e 17 minutes; f 17 minutes; g 10 minutes; h 14 minutes.

Note

The title of the film F 39367, registered on 10 November 1977, should have read 'One On One'.

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Air transport: trade by air (a)	1 Jul 77
Balance of payments	
current account (m)	18 Nov 77
overseas royalties	12 Aug 77
trends in invisibles	7 Oct 77
see also Overseas trade of the UK	
Business names and limited partnerships (a)	18 Feb 77
Capital expenditure:	
manufacturing, distributive and service industries (q)	30 Sept 77
by regions	18 Feb 77
leasing, hiring and renting out (a)	30 Sept 77
Catering trades turnover (q)	18 Nov 77
Census of production (a)	28 Jan 77
Check trading (a)	12 Aug 77
Chemicals industry activity (q)	7 Oct 77
Companies	
acquisitions and mergers (q)	11 Nov 77
insolvencies (q)	4 Nov 77
liquidity (q)	9 Sept 77
new registrations:	
Gt. Britain (m)	18 Nov 77
N. Ireland (m)	11 Nov 77
rate of return on capital (a)	16 Sept 77
structure of company financing	4 Feb 77
Construction work overseas (a)	4 Nov 77
Energy trends (m)	18 Nov 77
Engineering industries:	
production indices (m)	This week
sales and orders (m)	21 Oct 77
Film industry	
British Film Fund Agency returns (m)	11 Nov 77
cinema admissions and takings (m)	18 Nov 77
annual inquiry (a)	30 Sept 77
exhibitors' quota returns (a)	6 May 77
overseas payments and earnings (a)	26 Aug 77
registrations of films (a)	4 Feb 77
Food	
consumption levels (6m)	18 Nov 77
household consumption (q)	7 Oct 77
Footwear industry: production, orders and deliveries (m)	This week
Foreign trade: industrial countries' economic indicators (m)	4 Nov 77
quarterly analysis (q)	2 Sept 77
see also Overseas trade of the UK	
Hire purchase business (m)	11 Nov 77
Industrial production	
index numbers (m)	This week
Scotland (q)	9 Sept 77
Wales (q)	21 Oct 77
Insurance companies: investments and assets (a)	11 Nov 77
Investment	
book values of overseas direct investments (every 3 years)	25 Feb 77
industry's investment intentions (3 times a year)	7 Oct 77
investment and earnings overseas (a)	5 Aug 77
Made-up clothing: orders and deliveries (m)	18 Nov 77
Man-made fibres	
deliveries (q)	11 Nov 77
production (m)	11 Nov 77
production: quarterly analysis (q)	11 Nov 77
Metal-working machine tools (m)	28 Oct 77
Motor industry	
car and commercial vehicle production (m)	11 Nov 77
estimated figures (m)	11 Nov 77
motor trade turnover (q)	This week
Office development permits (q)	2 Sept 77
Official reserves (m)	11 Nov 77
Overseas trade of the UK	
direct exporters and credit terms (a)	12 Aug 77
analysis of trends (q)	2 Sept 77
backrun (a)	11 Mar 77
export prospects (q)	16 Sept 77
invoicing in foreign currencies	22 Apr 77
see also Balance of payments	
Pension funds: investments and assets (a)	11 Nov 77
Price Commission index(m)	18 Nov 77
Regional development grants (q)	4 Nov 77
Research and development expenditure	24 Jun 77 and 1 Jul 77
Retail prices index (m)	This week
Retail trades	
sales (m)	11 Nov 77
provisional figures (m)	18 Nov 77
stocks (m)	18 Nov 77
Royalties: overseas transactions (a)	12 Aug 77
Selective financial assistance	
section 7 (m)	11 Nov 77
section 7 £10,000 or more (q)	This week
section 8 (q)	This week
Shipping	
nationality of vessels in UK seaborne trade (a)	9 Sept 77
UK revenue (a)	30 Sept 77
Steel:	
consumption and stocks (q)	18 Nov 77
Stocks	
manufacturers' and distributors' (q)	30 Sept 77
manufacturers' (m)	28 Oct 77
retail (m)	18 Nov 77
Television: overseas payments and earnings (a)	26 Aug 77
Textiles	
activity in the industry (q)	30 Sept 77
carpet sales (m)	21 Oct 77
cotton industry production (m)	18 Nov 77
hosiery production (m)	11 Nov 77
wholesale houses' sales and stocks (m)	21 Oct 77
wool exports (q)	26 Aug 77
wool output (m)	18 Nov 77
Tourism	
overseas travel and tourism (a)	29 Jul 77
overseas travel and tourism (q)	4 Nov 77
Wholesale prices	
average prices of selected commodities (a)	13 May 77
index numbers (m)	18 Nov 77

Organisational information

Commercial representation guide	28 Oct 77
ECGD local offices	12 Aug 77
ECGD lines of credit	7 Oct 77
European public holiday guide	This week
Government statistics guide	15 Jul 77
Guide to departments	2 Sept 77
Guide to schemes of selective financial assistance	7 Oct 77
Index, Apr-June	11 Nov 77
OTAR contact points	14 Oct 77
Release dates of economic statistics	This week
Trade promotions guide	14 Oct 77

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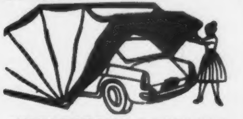

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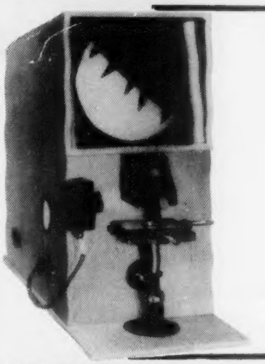

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